

# THE NATIONAL PROVISIONER

OFFICIAL ORGAN OF THE AMERICAN MEAT PACKERS' ASSOCIATION

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No. 20.

## BRITISH ENVY SUCCESS OF AMERICAN PACKERS

A British government commission appointed last July, as the result of importunities by political agitators in parliament, to investigate the alleged combination of American meat packers to control the British market, handed in its report this week. The verdict of the commission, after nine months of investigation, is that while the American concerns seem to be the most successful on the British market, there is no immediate danger that they will swallow up the whole British trade.

The commission expresses the fear, however, that unless the British meat trade wakes up and modernizes itself it may find that it cannot keep pace with modern methods. It regretfully remarks that Americans seem to know how to do things most successfully, and that just for that reason England should not condemn them. Success is not a crime, the commission is compelled to conclude, however unpleasant the results may be for the "slow-poke" who runs second in the race to his wide-awake American competitor.

In a paragraph relating to the local tendency to exaggerate "the power and malevolence of successful trade competitors," the committee comments upon the trade methods of the American companies. "These are superior to those prevailing in this coun-

try," it says, "and perhaps less influenced by considerations of sentiment. As one witness put it, 'Business is business all the way, and we do not run business for love.' This maxim is applied by the American companies; they are therefore unpopular among their trade competitors."

The committee failed to find evidence of any deliberate action on the part of the Americans with the object of destroying inconvenient rivals, and it does not think that they have yet attempted to capture or control the whole beef trade in England, as alleged.

At the same time the commission believes the American concerns do get together to regulate output and possibly prices. The commission does not give its authority for this belief, but quotes extensively from old United States government reports concerning packers' methods which, while they might have existed at that time, are certainly not now followed.

The commission refers to American entrance into the Argentine field and expresses fear that our hustling packers may get control there also, in which case they fear the British market might come under American domination entirely, so far as beef is concerned. The report is regarded as a sop thrown to parliamentary agitators.

## MEAT EXPORT TRADE STILL FALLS BEHIND

Exports of meat products during the month of April, as indicated by the preliminary government statistics, were the smallest of any April in a good many years. Foreign business and industrial depression reduced the buying power of foreign markets to a degree which it will take some time to overcome. Combined with scarcity and high price of livestock supplies and continued growing home demand, it has caused a falling off in our exports of meat products of many millions in the last year.

For the month of April the value of exports was a million and a half of dollars less than for April a year ago. For the ten months since last July the total value of exports was 25 million dollars below that of a similar period of the previous year. Meat exports for April were valued at \$12,089,593, compared to \$13,590,046 a year ago. For the ten months they were \$121,414,623, compared to \$146,533,069 for the ten months of the previous year.

For April the losses, compared to a year ago, were chiefly in bacon, 11 million pounds less; pork, 6 million pounds less; fresh beef, 5 million pounds less; tallow, 3½ million pounds less; lard, 2 million pounds less; hams and shoulders, 1 million pounds less. There were small comparative gains in canned beef, cured beef, oleo oil and butterine. For the ten months the chief losses were in pork, 93 million pounds; fresh beef, 75 million pounds; lard, 90 million pounds; tallow, 39 million pounds; oleo oil, 28 million pounds; and canned beef, 8 million pounds. There was a comparative gain in bacon of 7 million pounds for the ten months. This was the only improved showing.

Exports of meat animals are beginning to pick up since the removal of the quarantine, and for April export values were only half a million less than a year ago. For the ten months the showing was nearly 11 million dollars less than the same period of the previous year. Exports of meat animals for

April aggregated in value \$1,576,343, and for the ten months \$15,454,475.

Detailed figures for April and for the ten months, with comparisons, are as follows:

Cattle.—April, 1908, 23,009 head, value \$2,117,701; April, 1909, 16,844 head, value \$1,541,360. For ten months ending April, 1908, 277, 427 head, value \$25,543,150; same period, 1909, 163,696 head, value \$15,032,222.

Hogs.—April, 1908, 3,123 head, value \$21,454; April, 1909, 2,795 head, value \$16,981. For ten months ending April, 1908, 22,769 head, value \$232,060; same period, 1909, 15,484 head, value \$125,288.

Sheep.—April, 1908, 5,000 head, value \$32,791; April, 1909, 3,424 head, value \$18,002. For ten months ending April, 1908, 69,694 head, value \$599,904; same period, 1909, 57,467 head, value \$297,025.

Canned Beef.—April, 1908, 1,186,179 lbs., value \$129,280; April, 1909, 1,284,204 lbs., value \$140,787. For ten months ending April, 1908, 20,674,660 lbs., value \$2,186,662; same period, 1909, 13,088,259 lbs., value \$1,442,705.

Fresh Beef.—April, 1908, 12,004,210 lbs., value \$1,280,585; April, 1909, 7,052,825 lbs., value \$740,991. For ten months ending April, 1908, 181,042,022 lbs., value \$18,109,374; same period, 1909, 106,313,625 lbs., value \$10,981,720.

Cured Beef.—April, 1908, 3,864,963 lbs., value \$282,185; April, 1909, 3,979,227 lbs., value \$297,656. For ten months ending April, 1908, 41,047,994 lbs., value \$2,806,286; same period, 1909, 36,947,274 lbs., value \$2,869,150.

Tallow.—April, 1908, 9,166,911 lbs., value \$517,515; April, 1909, 5,512,683 lbs., value \$331,364. For ten months ending April, 1908, 81,833,110 lbs., value \$4,861,000; same period, 1909, 42,936,508 lbs., value \$2,411,099.

Bacon.—April, 1908, 30,119,913 lbs., value \$3,068,451; April, 1909, 19,022,376 lbs., value \$2,009,142. For ten months ending April, 1908, 200,192,236 lbs., value \$21,231,611; same period, 1909, 207,220,268 lbs., value \$21,834,180.

Hams and Shoulders.—April, 1908, 20,970,115 lbs., value \$2,264,026; April, 1908, 19,749,934 lbs., value \$2,136,732. For ten months ending April, 1908, 181,810,673 lbs., value \$20,646,794; same period, 1909, 170,751,228 lbs., value \$18,856,427.

Pork.—April, 1908, 10,587,910 lbs., value \$884,021; April, 1909, 4,492,198 lbs., value \$398,305. For ten months ending April, 1908, 141,820,554 lbs., value \$12,959,558; same period, 1909, 48,123,918 lbs., value \$4,254,861.

Lard.—April, 1908, 40,454,738 lbs., value \$3,601,126; April, 1909, 38,311,880 lbs., value \$3,898,946. For ten months ending April, 1908, 522,470,719 lbs., value \$47,375,569; same period, 1909, 433,399,839 lbs., value \$42,701,878.

Oleo Oil & Neutral Lard.—April, 1908, 17,864,500 lbs., value \$1,543,319; April, 1909, 20,092,299 lbs., value \$2,106,444. For ten

months ending April, 1908, 178,442,180 lbs., value \$16,120,990; same period, 1909, 149,645,297 lbs., value \$15,841,112.

Oleomargarine.—April, 1908, 192,641 lbs., value \$19,538; April, 1909, 288,683 lbs., value \$29,226. For ten months ending April, 1908, 2,358,187 lbs., value \$237,225; same period, 1909, 2,201,686 lbs., value \$221,491.

Butter.—April, 1908, 382,176 lbs., value \$86,931; April, 1909, 210,750 lbs., value \$49,151. For ten months ending April, 1908, 5,113,965 lbs., value \$1,101,020; same period, 1909, 4,986,100 lbs., value \$1,034,831.

Total Meat Animals.—April, 1908, value \$2,171,946; April, 1909, value \$1,576,343. For ten months ending April, 1908, value \$26,175,144; same period, 1909, value \$15,454,475.

Total Meat Products.—April, 1908, value \$13,590,046; April, 1909, value \$12,089,593. For ten months ending April, 1908, value \$146,533,069; same period, 1909, value \$121,414,623.

#### LEATHER INTERESTS IN PACKING?

A certain commercial newspaper in New York City published this week what appeared to be an inspired series of articles concerning the possible entrance of big leather interests into the meat packing field. It was said that these interests, in retaliation for the activity of packers in tanning and leather, might enter into competition with the latter in the meat industry. In other words, if the packers could tan, the tanners might also pack.

The story was to the effect that P. A. Valentine, formerly an associate of the Armours and now prominent in the United States Leather Company, was the active spirit in the move of the tanners to enter the meat packing field. From his former associations Mr. Valentine was supposed to be fitted to give the packers a taste of their own medicine should he enter the packing business. While the tanners might thus enter the packing trade well equipped in experience, this newspaper declared that the packers would be at a disadvantage because of their lack of knowledge of tanning. This seemed, according to the newspaper, to give the tanners the best of it.

This report of new competition in the packing field was received by the trade with mingled feelings. At last reports there were no signs of panic among the packers, either large or small.

#### MEAT INSPECTORS' ANNUAL MEETING.

Once a year the Federal Government's meat inspection forces get together in annual conference to review the work of the past year, to compare notes as to methods and results, and to talk over the work for the coming year and suggest changes and improvements. Such a meeting was held in Chicago this week, participated in by the chief inspectors and other leading inspection officials from all parts of the country, and by the heads of the service from Washington.

Secretary of Agriculture Wilson was on hand, as was Dr. A. D. Melvin, chief of the Bureau of Animal Industry, who is the head of the service. Others of his staff present were Dr. J. R. Mohler, chief of the pathological division; Dr. R. P. Steddom, chief of the inspection division, and Dr. A. E. Behnke, assistant chief of the inspection division.

The sessions were naturally of an executive character. Secretary Wilson expressed himself after the meeting as entirely satisfied with the operation of the service. "The condition of the packinghouses is excellent,"

he said, "and it is not likely that we shall make any changes in methods. We have an able staff of scientific experts and our inspection staff is constantly being strengthened. Conditions in the meat industry are everything that could be asked."

#### PRESERVATIVE LAW INVALID.

A decision of a State court in Pennsylvania this week declares that clause of the State food law regulating preservatives to be illegal, on the ground that it is an attempt to force the federal law on the State. If this decision is sustained it invalidates the entire preservative section of the existing Pennsylvania law.

The clause declared illegal is as follows:

"Fifth.—If it contains any added substance or ingredient which is poisonous or injurious to health; provided, however, that no action shall be brought or sustained for violation of the provisions of this section when the article alleged to be adulterated is not adulterated within the meaning of the provisions of the 'food and drug act' of June 30, 1906, enacted by the Senate and House of Representatives of the United States and the rules and regulations promulgated for the enforcement of the same, and provided further, that when in the preparation of food products for shipment they are preserved by an external application applied in such manner that the preservative is necessarily removed mechanically or by maceration in water or otherwise and directions for the removal of said preservative shall be printed on the covering of the package, the provisions of this act shall be construed as applying only when said products are ready for consumption."

The opinion handed down is voluminous and technical. Its burden, however, is that, by reason of the introduction of the reference to the national food and drugs act the saving proviso in the clause fails of itself, the State recognizing in this attempt to force on the commonwealth the laws that are drafted for the government of the entire nation.

#### DR. WILEY ON CANNED FOODS.

Chief Chemist Wiley of the Department of Agriculture at Washington has been accused of being the enemy of canned foods, including canned meats. He has been reported as saying many sensationally harmful things about such food products, and his alleged statements are said to have had a bad effect on the trade in such products. It appears that Dr. Wiley is not the enemy of canned foods, after all. Desiring to remedy any harm done, he has written a letter to a prominent canned goods man, in which he reviews the situation with characteristic accuracy of statement. He says:

Dear Mr. Frost.—I have often regretted the inadvertent injury which is done to the canned goods trade by enthusiastic, well-intentioned and yet not fully informed writers, implying that canned goods, as such, are adulterated. I think I can safely say that, taking the whole matter of canned goods together, including fish, canned meats, canned vegetables and canned fruits, only an extremely small percentage of them ever contains any added substances whatever except food and perhaps a little salt or sugar. I think this fact ought to be well advertised and published.

Of course, I do not include in canned goods articles which have not been sterilized, for in such articles preservatives are often employed. I do not think the great canning trade should suffer because such an insignificant few persist in either using arti-

ficial color, artificial sweetener or a chemical preservative.

Under the rules of the Department of Agriculture certain substances may be used in foods legally provided their presence is plainly stated upon the label. Buyers of canned goods, therefore, have a certain method of protecting themselves in this matter, and that is to look at the label. When we consider the immense benefit of the canning industry to the consuming public, it appears to me that we ought to use every honorable endeavor to set the minds of the community right in regard to the composition of such articles. Of course, some canned goods are of better quality than others, that is a natural and necessary consequence; but the impression that some people obtain that all canned goods contain artificial colors, artificial sweeteners and preservatives is a most erroneous one and is harmful to the trade.

I am, as you know, a believer in canned goods and in the canning process. I think it is a blessing, and a blessing which is not in disguise. I realize as well as anyone that public prejudice is difficult to control and rectify, but I should like to do as much as I can to help this good trade along by appealing to the public not to condemn the whole trade because occasionally a sample may be found which is not in that state of purity which the public demands. Let the people give their confidence to the trade and let them eliminate those goods which they do not want to purchase by inspection of the label.

Respectfully,

H. W. WILEY.

#### RULES FOR CAR DEMURRAGE.

There will be a public hearing in Washington on June 4 and 5, called by the National Association of Railway Commissioners to consider the proposed new regulations covering car demurrage. The call for the meeting says:

"At the last annual convention of the National Association of Railway Commissioners a committee was appointed consisting of one representative from the railway commission of each State and a representative from the Interstate Commerce Commission to frame a system of car demurrage rules to be applicable alike on State and interstate transportation. Immediately upon the organization of this committee the chairman was authorized to appoint a sub-committee of five members to be charged with the duty of drafting a suitable demurrage code for submission to the full committee at a subsequent session. The sub-committee has been actively engaged in this work and has tentatively approved the attached code for demurrage rules.

"The committee desires, however, to give representatives of shippers as well as carriers an opportunity to be heard with respect to these rules before their final approval. If it were possible the committee would be glad to hold public hearings at all important points throughout the country, but this course does not seem practicable. It has therefore been decided to hold a general public hearing in the rooms of the Interstate Commerce Commission, in Washington, June 4th and 5th next. The meeting will be called on Friday, June 4, at 10 A. M. All persons who have any interest in the subject are invited to be present and give the committee the benefit of their views. Any who cannot attend in person may offer their suggestions in the form of briefs. If this latter course is adopted it is requested that not less than twelve copies of each brief be supplied for the committee's use. Such briefs should be filed not later than June 12.

"It must be clearly understood that our body is not committed to an indorsement of this demurrage code in its present form. Suggested changes and amendments to any portion of the code will therefore be welcomed."



# YEAR IN COTTONSEED PRODUCTS

**Record Season for Cottonseed Products—Remarkably Large Production and Consumption of Cottonseed Oil—Full and Satisfactory Markets for Cottonseed Meal—Widened Uses of the Products—Expanding Foreign Markets**

BY JOSEPH M. HOLMES, OF THE NATIONAL PROVISIONER.

It has been a remarkable year for trading in cottonseed products.

The full cotton crop and the fine quality of the cottonseed permitted exceptionally large productions of cottonseed oil and meal. The short olive oil crop and deficient productions of hog and beef fats tended to enlarge uses of cottonseed oil. The high prices of feedstuffs, together with the growing favor of cottonseed meal in the United Kingdom and continental markets brought about for cottonseed meal a degree of trading largely beyond any that had been enjoyed before.

It may be said that the mills have had, as a whole, a highly prosperous year, and that they have wound up the season with about as much financial success as could have been expected under the temper of general business conditions in this country and Europe, even if prices were not quite so high as they expected, for cottonseed oil at least.

It was clear to us early in the season that the cotton crop would be a large one and likely to exceed 13,000,000 bales, notwithstanding some trade ideas at that time of a 12,500,000-bale crop and less. Moreover, we believed the cotton crop would be gathered in fine condition and that the out-turn of cottonseed would be of exceptionally desirable quality. Therefore the loss in cottonseed oil refining would be smaller than ordinarily.

The low price of fertilizers and the abundance of cottonseed made it look probable that the mills would have seed supplies offered them in abundant degree at prices that would permit profits on marketing of products, even if some of the bullish views that were then entertained concerning market prices for the products failed to materialize. There was a comfortable working basis assured from the early contracts for seed supplies and market prices for products even if some views for markets ahead, largely based upon the short olive crop, did not come up to expectations.

## Higher Prices Paid for Seed.

Sensitive markets at times for cottonseed products made, as the season progressed, a decidedly higher line of seed prices. Here and there among the mills anticipations prevailed of much higher cottonseed oil prices. In view of the advanced prices for seed the mills have not had their views met in selling prices for cottonseed oil, although they have been able to make up in money returns by satisfactory prices for cottonseed meal.

It seemed to us improbable from the beginning of the season that the cottonseed oil market could be stimulated to some of the high price levels talked of in the trade. But there was reason to believe that comfortable market prices for oil would prevail. If there was increased need of oils by some foreign markets, more particularly in the Mediter-

anean market, yet there was promise of large supplies of East Indian and African seed and nut oils, by which demands for cottonseed oil would be restrained. Other foreign markets would hardly buy more of the cotton oil than they bought last year because of business depression.

On the whole, as it looked to us, the outward movements of cottonseed oil for the season would reach about 1,100,000 barrels, and not as much as 1,500,000 barrels, or the even larger volume expected by some trade sources. The developments up to the present time, with only four months of the season left, show that our estimate of the outward movements of cotton oil was well gauged to the situation of general foreign market supplies of competing oils and the probable rate of general business abroad.

The season's buying by foreign markets should prove encouraging to the mills that watch each season the standing of cotton oil abroad with products for consumption from foreign seed supplies. There is little question that if the mercantile situation had not been disturbed, at first in this country and then in Europe, that despite the large supplies of sesame and peanut oils on the continental markets the large production of cottonseed oil this season in this country would have been closely bought up at much higher prices than have prevailed for it.

## Effect of the General Business Situation.

Not only cotton oil, but essentially all competing fats have been held back from excited tendencies of prices by the general business situations of home and European markets. The beef fat markets, for example, on much less than usual supplies, have been dragging, excepting those for oleo oil and oleo stearine. But tallow prices have been cheap and used as an argument against high-priced cotton oil. The lard market has, as well, been held without marked bullishness, despite the great loss of the hog fat production owing to poor quality of hogs and high-priced corn. Yet the lard market has been at sufficiently full values to permit enlarged use of cotton oil for the manufacture of compounds.

The home compound makers' buying of cotton oil for the season equals our expectations, in that it is the largest in the history of the trade, probably reaching about 1,300,000 barrels for the season entire. If the pure lard market had touched some of the high figures in the winter months that some trade sources thought it would, basing expectations upon the moderate rate of the lard productions, consumption of cotton oil by compound makers would have been materially in excess of the volume shown and would have induced more sensitive market prices for the product.

We had not looked for much more than the ordinary consumption of cotton oil by home soapmakers, because of prospective

values of tallow and grease and the disturbed and greatly modified buying of manufactured products, by which soapmakers were enabled to buy raw materials conservatively without anticipating wants. We doubt if home soapmakers will take more than 375,000 barrels of this season's cotton oil production.

## Steadily Widening Demand for the Oil.

But cotton oil, outside of the much more extensive absorptions this year than ordinarily by foreign markets and home compound makers, has had steadily widened demands from bakers. It is quite probable that this source of consumption will use this year about 300,000 barrels. Two or three years ago consumption by the bakers of 175,000 barrels in a season would have been considered quite satisfactory.

When the other uses of cotton oil are considered, such as for salad and various edible oils and for canning purposes, the trade would conclude that there has been required this season an exceptionally large production. It is, in our opinion, by reason of a cotton oil supply for the season exceeding in volume any before had that the market for the product has not made more headway to higher prices than has been noted. Yet in consideration of the full general consumption and the present closer handling of remaining supplies of cotton oil the market for it may turn more in the seller's favor before the new crop season.

Cottonseed oil by comparison with prices of lard is distinctly cheap, and it could be easily sent to higher values. The crude oil has been pretty well bought up and is now chiefly in the hands of refiners. The export demands are beginning and it is quite likely they will be of more importance than at present before the new crop season. Moreover the new cotton crop news is not assuring for a large yield, while it seems quite likely that it will be a late crop.

If business conditions become straightened out immediately, with the tariff question settled, as seems likely they will, there would be no reason for other than marked stimulus to some raw material market prices because of present narrowed supplies and needs for consumption. There would seem to be in the event of more regular general business situations, fair prospects for hog fat, beef fat and cottonseed fat coming up in values.

It is rare that there are successive large cotton crops grown, and it is a speculative deduction that the cottonseed products productions next season will not approach in volume those had this year. Therefore any surplus productions this year may have to make up for less than needed supplies next year, when in all probability we shall get nearer normal general business activity than has been the case this year.

There is now some speculative sentiment in cotton oil based upon reports of less cotton acreage, lateness of planting and insufficient moisture for the plant in some of the States, more particularly in Texas, the largest growing State. The season is backward everywhere over the South, as it is at the North. It is too soon, however, to form opinions even as to the prospects of the cotton crop.

(Concluded on page 37.)

## TRADE GLEANINGS

The branch house of Swift & Company at Des Moines, Ia., has suffered a fire loss of \$10,000.

The plant of the Rowland Oil and Fertilizer Company at Rowland, N. C., has been destroyed by fire. Loss, \$12,000.

The market and refrigerating plant of the Excelsior Market, at Austin, Tex., has been destroyed by fire with a loss of \$10,000.

The Schwarzschild & Sulzberger Company has made application to erect a brick branch house at 216 Eutaw street, Baltimore, Md.

The Lopez-Grenier Packing Company, Biloxi, Miss., has been incorporated with a capital stock of \$25,000 by J. M. Lopez and C. F. Grenier.

Hauser & Company, New Carlisle, Pa., have incorporated with \$25,000 capital stock by C. M. Hauser, J. C. Hauser, H. N. Moyer and C. L. Mix.

The Clover Oil Mill and Ginning Company, Yorkville, S. C., will erect a cottonseed oil mill. M. L. Smith is president; W. B. Stroup vice-president.

A new packing company has been organized at Kirksville, Mo., to absorb the Burk Brothers' Meat Company. A new \$50,000 plant will be erected.

J. S. Savage is interested in the establishment of a fertilizer factory of 150 tons capacity, and a cottonseed oil mill of 60 tons capacity at Jackson, Ala.

Thomas Emerson and others have incorporated the Clinton Manufacturing and Packing Company, of Clinton, Ky., and will establish a packing plant.

The Stanley Liquid Soap Company, Portland, Me., has been incorporated with a capital stock of \$500,000. President, C. E. Eaton; treasurer, T. L. Croteau.

The Union Packing and Refrigerating Company, Medford, Mass., has been denied permission to erect a slaughter house on the Wellington marshes, by the board of aldermen.

The wholesale and retail meat firm of M. Myers & Sons, doing business at Thirtieth and Market streets, and at the Philadelphia Stock Yards, Philadelphia, Pa., has been dissolved. The business will be carried on by W. K. Myers and C. K. Myers under the name of M. Myers' Sons.

The W. H. White Provision Company,

Atlanta, Ga., has received plans for the abattoir and packing house which it will erect. The contract for the plant will be let in a few days. It will have a capacity of 200 cattle and 500 hogs daily. The plant is to cost around \$25,000 and be finished this fall.

### DECISION FAVORS AMERICAN LEIBIG.

It is announced that the long litigation between the English and American Leibig Extract companies has come to a conclusion in a recent decision by Judge Platt in the Federal Circuit Court in which he refuses to sustain an injunction against the American company restraining it from using the Leibig formula in making beef extract.

This decision is said to free the American company from restraint in the matter and permit it to continue the manufacture of the Leibig extract without interference.

Since this suit began the American Leibig Company has made two additions to its factory and is now about to erect a new packinghouse in the vicinity of New York to handle its Eastern business.

Watch page 52 for business openings.

### FRENCH DUTIES ON MEATS.

The French Senate has made public its draft of the new French tariff law, now under discussion. The Senate is opposed to the radical proposals of the French tariff commission, and its draft proposes duties calculated to bring about commercial relations of a friendly character with foreign nations, instead of inspiring retaliation. The Senate bill reduces the proposed maximum duty on canned meats from 30 francs to 23 francs per 100 kilos (220 lbs.). The draft makes increases in the maximum duty on cottonseed oil, but does not change the minimum.

### PROPOSALS.

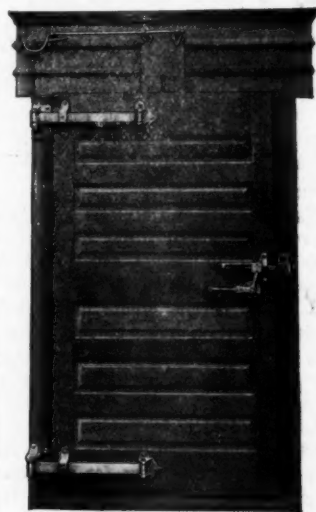
PROPOSALS, U. S. DEPARTMENT OF AGRICULTURE, OFFICE OF THE SECRETARY, Washington, D. C., April 26th, 1909.—Sealed proposals will be received at the office of the Disbursing Clerk until 2 P. M., Tuesday, May 14th, 1909, for furnishing and installing Alberene Stone Sinks and nosing and porcelain sinks. Specifications and full information furnished on application to the Disbursing Clerk. Bids must be sealed and addressed to the Secretary of Agriculture, in accordance with instruction given on schedule. JAMES WILSON, Secretary.

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DOOR  
NOT A DOOR?  
ANSWER:—WHEN IT'S  
NOT A JONES**

Cold storage doors, beef cooler doors, sharp freezer doors and doors for butchers' boxes, which bear the JONES stamp on them are sure to have the best materials and workmanship in them. If they didn't we wouldn't have been able to keep our shop open as long as we have. Further, we wouldn't be able to say that "Our customers are our best salesmen."

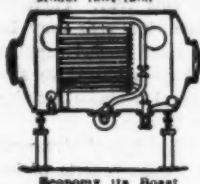
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# THE NATIONAL PROVISIONER

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## WHAT MAKES HIGH MEATS

The depression in the packinghouse trade which has existed for the past several months has caused special attention to be directed to the great loss from condemnations. While there was a great deal of complaint from packers because of their losses in this direction during times of more prosperity, this complaint has been louder and more urgent since the meat business is being conducted at a steady loss week after week right through the year.

Packers have been exceedingly patient under the disadvantage they have had to suffer in these condemnations, because they have felt that there was no immediate means

of redress. But while their losses have been large, the interest of the packer has been the smaller percentage in the total.

It is conservatively estimated that the ordinary diseases in farm animals entail an economic loss to the country of from ten to fifteen million dollars every year. This comes from domestic animals condemned after slaughter, from reductions in the herds, and because of loss in products due to diseased conditions. The trouble is on the increase rather than the mend, because no effective measures are being taken to eradicate disease. For some inexplicable reason only spasmodic and half-hearted attempts are made to eradicate disease in livestock, and these are usually ineffective.

It is useless to expect State legislatures, State boards of health or State livestock sanitary commissions to really remedy this condition. If it ever is to be done, it must be done by the Federal authorities. It is entirely probable that legislation already on the books gives sufficient authority to the United States Department of Agriculture to take effective measures to stamp out animal disease, and this central authority is quick and effective.

If the Federal Government would take up the problem seriously it could soon achieve practical results, and those who would benefit most by a campaign of education would be the livestock breeders and feeders themselves. The raisers of healthy stock are unquestionably contributing toward the profits of the raisers of unhealthy animals, because in the long run it is known that only a certain percentage of animals which come to market are fit for food.

The country itself is wasting from ten to fifteen million dollars annually in a preventable loss, and the packers are the clearing houses of but a comparatively small percentage of this annual waste. Unless effective measures are promptly taken to stamp out animal disease the economic loss will continue. Healthy animals will be sold at a discount, and the price of meat will remain correspondingly high.

An effective and practical means should be found for a co-operative campaign against disease on the part of the United States Department of Agriculture, the livestock breeders and feeders, the packers and the consumers of meat food products.

## HIDES AND SHOE COST

The argument over the question of a duty on imported hides continues to rage in all its fierceness, the tanners and leather buyers continuing to keep the flames well supplied with fuel. The meat trade looks on with the interest of an outsider taking no part in the contest. But it is amusing to read some of the attempts of free hide advocates

to enlist public sympathy for their cause. The consumer is appealed to on the ground that a hide duty is a tax on his pair of shoes, while presumably free hides would mean cheaper shoes. Does anybody who stops to think believe either of these statements, so far as they affect the consumer?

This is the way they put it: "The effect of the hide duty is a tax of about 6 cents a pair on every pair of shoes worn by man, woman or child in the United States." Naturally men, women and children are expected to rise up and demand free hides at once, that they may get \$4 shoes for \$3.94, and \$3.50 shoes for \$3.44. Hope of a reduction in the cost of shoes to consumers as a result of free hides may bring about a flood of demands on members of Congress—which is what the free hide agitators want—but that is about all it will bring about. Leather manufacturers want cheaper raw material, which they mistakenly think they can get with the duty off of imported hides. But will they respond by reducing the prices of their finished products to the consumer? Echo answers: "Will they?"

## PACKINGHOUSE ECONOMY

It took a long time for many of the smaller packers to come to a realization of the practical economies in many of the labor-saving machines and devices which are now largely used in packinghouse operation. The movement in this direction is on the increase, and there seems to be a general awakening to the fact that those who would succeed in the business must equip themselves with every requirement for saving labor expense and turning out better product.

It looked for a time as though some of the smaller packers would stick to old-time methods until more up-to-date competition put them out of business. But even the most stubborn are observing the trend of events, and are putting their plants in proper condition to meet competition.

A campaign to this end has been waged in the columns of The National Provisioner for several years, and it is gratifying to see it bear fruit. It was based upon the simple assumption that labor-saving devices and devices which increase the value of the product are essential to modern packinghouse operations.

There is still great room for improvement, especially in some of the smaller houses, and doubtless the next few years will see most of the packinghouse plants completely overhauled and thoroughly equipped. The packer who would continue in business and who would succeed must study modern methods, and especially modern machinery, and get his plant into up-to-date operating condition. Otherwise the end of his business career as a packer is in sight.

# PRACTICAL POINTS FOR THE TRADE

## TO BLEACH COMPOUND LARD.

A question has been asked by a newly-established refiner as to methods of bleaching compound lard. He wanted to know if the ingredients were bleached together. They are not; they must be bleached separately, as they require different temperatures to effect the desired result. After bleaching the various ingredients should be put all together into the refining tank and thoroughly mixed by the blower. Ordinarily lard will bleach best at a temperature of about 125 degrees F., and tallow and oil at about 150 degrees F.

The amount of fuller's earth used is from 1 to 5 per cent., according to the quality of material to be bleached, and it is added while the stock is in a state of agitation and partial fusion. It is agitated for thirty minutes, and then should be pumped through the press. Bicarbonate of soda is an excellent bleach for fats which are not heavily charged with discoloring matter. It has the effect of floating the lighter impurities and the heavier can be settled with salt.

## COTTONSEED OIL LIQUID SOAP.

The following is a formula for making a liquid cottonseed oil soap which is said to be both cheap and practicable. The proportions given here were used in making a small quantity. They were: Sodium hydrate, gm. 40; potassium hydrate, gm. 40; cottonseed oil, cc. 500; alcohol, cc. 250; distilled water, a sufficient quantity to make cc. 2,500.

In a suitable container, preferably a glass-stoppered bottle, dissolve the potassium hydrate and the sodium hydrate in 250 cc. of distilled water, add the alcohol, and then add the cottonseed oil in three or four portions, shaking vigorously after each addition. Continue to agitate the mixture occasionally, until saponification has been completed. Then add the remaining portion of distilled water and mix.

The only precautions that are at all necessary are to use a good grade of ingredients, and to be sure that saponification is complete before adding the remaining portions of the distilled water. The water used must be absolutely free from soluble salt of the alkali earths or the heavy metals, and for this reason should be preferably, freshly distilled.

Readers of THE NATIONAL PROVISIONER in the trade are urged to submit questions of practice and operation concerning which they are in doubt, to be answered through this department of "Practical Points for the Trade," or privately, if desired. Readers are also invited to criticize freely the answers which appear, in order that the best results of practical experience may be obtained. Address Technical Editor, The National Provisioner, 116 Nassau street, New York.

## KINDS OF CATTLE BONES.

A small packer who has added a bone department to his business gets confused over the nomenclature of this side of the trade when he starts to study bone quotations and directions for handling the product and sorting it. He says:

Editor The National Provisioner:

I read your bone quotations and the directions you give from time to time about handling bones, and I get mixed up on the classifications. Please give me an idea of the trade names for the different kinds of cattle bones, and where they are located in the animal.

The easiest way to reply to this question is to draw a picture of the steer, showing the bones by number and name. The accompanying illustration will give an idea of the principal cattle bones for which there is use commercially. It is furnished through the courtesy of A. L. Rieser, the well-known New York Produce Exchange broker. The names of the

bones, as indicated by the numbers on the diagram, are as follows:

1, Horn pith; 2, forehead bone; 3, jaw bone; 4, omoplate (shoulder plate); 5, ribs; 6, shoulder bone; 7, blade bone; 8, flat shin bone; 9, hip bone; 10, buttock bone; 11, thigh bone; 12, round shin bone; 13, tail bones.

## HOW TO COOK BLOOD.

An inquiry has been received from a slaughterer as follows:

Editor The National Provisioner:

Please give me directions about working up the blood from my killing.

Apparatus is made for this purpose in any size and for any capacity by manufacturers of rendering apparatus whose advertisements appear in the columns of The National Provisioner. It pays in the end to use modern appliances and methods. If you cannot or do not want to buy special apparatus the best way is to rig up an open box or tank with a perforated steam coil in the bottom. Run enough water into the tank to cover the coils and then run in the blood. Steam until the blood thickens, which requires about twenty minutes. When properly cooked the water pressed out will be clear and colorless. Blood should be worked up and not allowed to decompose and thus lose considerable ammonia.

Keep a file of your copies of The National Provisioner. Then when you want to look up some technical subject or refer to market reports or statistics you will have the information at hand, and will not have to inquire for it. Send for a National Provisioner binder; cloth, stamped in gold, \$1.25.

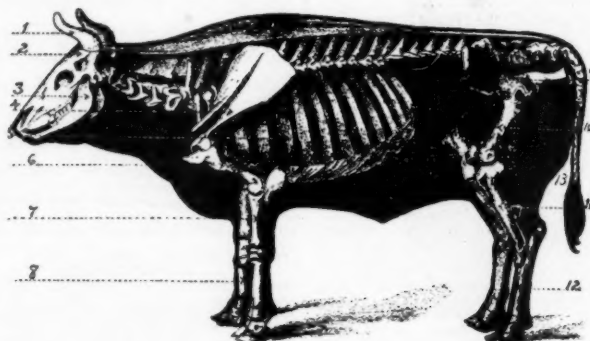


DIAGRAM SHOWING VARIOUS KINDS OF CATTLE BONES.

For over fifteen years the standard equipment for concentrating glue, beef extract, tankwater and other packing house liquors has been the

## SWENSON EVAPORATOR

Over half our business consists of "repeat" orders—the best indication of satisfactory service. THERE ARE MORE SWENSON MACHINES USED FOR TANKWATER AND GLUE THAN ALL OTHER MAKES COMBINED. Think it over and then write to

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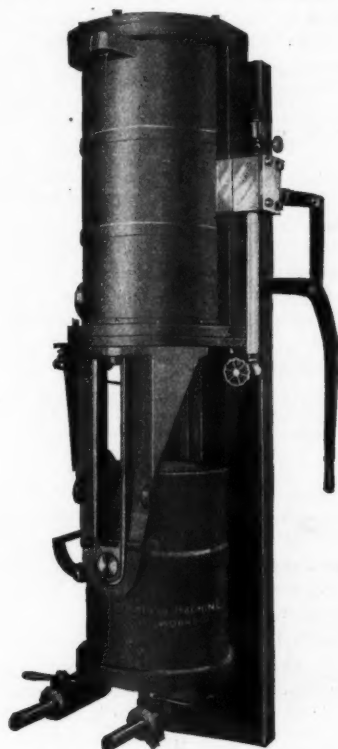
### CLYDE PACKINGHOUSE MACHINERY.

Among the new packing house machinery designed by the Clyde Machine Works, of Chicago, is a cattle head splitter that splits the head through the long way and across at the same time.

Other new machines are a sausage stuffer operated by steam or air, or equipped for hydraulic, a fat cutter and sheep joint breaker.

This latter machine is used to remove the large coarse joints of the matured sheep, leaving the tender small knuckles of the lamb. It is operated by hand and is said to be a great success.

The Clyde's filter presses are well known, and besides some interesting improvements



NEW CLYDE SAUSAGE STUFFER.

in these they have an up-to-date line of smokehouse and trolley equipment. Their manufacturing is largely special machinery and equipment, so if a packer has any ideas that need the last touches and somebody to market them, he should drop a line to the Clyde Machine Works Company, Chicago. This company invites inquiries for whatever the packer requires. Often they make offers that are very attractive on strictly high-grade goods.

The possibilities of the cured hog hair industry are just getting ripe, and it would pay any packer to get in connection with these people if he kills 500 hogs or more a day.

### ENDORING "BOSS" HOG SCRAPERS.

The live interest taken by packers in up-to-date hog-cleaning machines proves that they have become a necessity, in order to supply the demands of the trade for clean meats. One of the machines familiar to the

trade is the "Boss" hog scraper, manufactured by The Cincinnati Butchers' Supply Company, of Cincinnati, Ohio. This machine has been advertised in the columns of The National Provisioner for almost two years, with the result that scores of the "Boss" hog scrapers are now in successful operation in the different parts of the country.

To sustain the claims of the manufacturers that they are the simplest, most durable and economical machines for hog cleaning, the manufacturers ask the packers to read the letter of recommendation from a well-known packing firm which appears in their advertisement on another page of this paper. The manufacturers wish to call attention to one of the strong features of the endorsement, that referring to there being not a cent of expense for repairs during months of constant use and the cleaning of thousands of hogs. This is a strong point.

### BRECHT HOG DEHAIRER TRIED OUT.

One of the first of the new Brecht-Kohlhepp hog dehairing, polishing and bleaching machines put in was that for the Sartorius Packing Company, St. Louis, Mo. After giving it a thorough and severe test for seven months, the company writes as follows to the manufacturers:

St. Louis, Mo., May 5, 1909.  
Brecht Butchers' Supply Company.

Gentlemen.—Having now thoroughly tried out the new Brecht-Kohlhepp hog dehairer, polisher and bleacher for seven months, we have only the highest praise for it.

It has been working satisfactorily ever since the start, and we are exceptionally well pleased with it. We never thought it possible that we could successfully get a hog scraper in our plant, but it practically takes up no more room than our former hand scraping, and the economy of men and time that it exercises is simply wonderful. We consider that the machine has practically paid for itself already, and highly recommend it to any packer. You may refer any prospective purchaser to us and we will take pleasure in showing them how much money this machine saves us. Yours very truly,

SARTORIUS PACKING COMPANY,  
Hy. Sartorius, Pres.

### MECHANICAL REFRIGERATING SALES.

Following is a partial list of sales of refrigerating machines and plants made by the Mechanical Refrigerating Company, of Camden, N. J. These sales represent both small and large machines and show among other things the interest retail butchers are taking in the adoption of small, easily-operated refrigerating machines to cool their meat boxes and do away with the natural ice nuisance. The list is as follows:

A. G. Kriebel, butcher, Hereford, Pa., 3-ton plant.

Walter Van Winkle, butcher, Flourtown, Pa., 3-ton plant.

Henry Hoover & Son, butcher, Reading, Pa., 5-ton plant.

Simon Sherman, butcher, Reading, Pa., 10-ton plant.

Clint Flickinger, butcher, Reading, Pa., 5-ton plant.

James Gougler, butcher, Reading, Pa., 4-ton plant.

W. L. Hagy, butcher, Ephrata, Pa., 3-ton plant.

T. Bartkowski, butcher, Minooka, Pa., 1½-ton plant.

Fred Carl, butcher, Tower City, Pa., 1½-ton plant.

Daniel Givler, creamery, Denver, Pa., 5-ton plant.

Joseph McVey, ice cream, Ephrata, Pa., 7-ton plant.

J. M. Fries, ice cream, Reading, Pa., 10-ton plant.

H. Dolfinger, dairy, Elverson, Pa., 5-ton plant.

H. Dolfinger, dairy, Birdell, Pa., 6-ton plant.

R. E. Powell, dairy, Philadelphia, Pa., 15-ton plant.

Clements & Moore, dairy, Camden, N. J., 10-ton plant.

E. S. Perkins, dairy, Merchantville, N. J., 3-ton plant.

B. F. Martz, dairy, Shamokin, Pa., 3-ton plant.

I. W. Linton, restaurant, Philadelphia, Pa., 3-ton plant.

### CREAMERY REFRIGERATING SALES.

Recent sales of refrigerating and ice making machinery reported by the ice machine department of the Creamery Package Mfg. Co., of Chicago, are as follows:

Supplees Alderney Dairies, Kennett, Pa., capacity 23 tons, 13 tons refrigeration, 5 tons ice, brine and direct expansion systems.

Ira J. Mix Dairy Co., Plato Center, Ill., capacity 10 tons, brine system.

Clay County Produce Co., Clay Center, Kas., produce, capacity 23 tons, brine system.

Chris Schoeller, 1803 Grand avenue, Kansas City, Mo., meats, capacity 4 tons, direct expansion system.

Normans Hill Farm Dairy Co., Albany, N. Y., capacity 6 tons, brine system.

Frontier Ice Co., Buffalo, N. Y., ice and can system, capacity 55 tons, 55 tons refrigeration, direct expansion system.

Brighton Place Dairy Co., Brighton, N. Y., capacity 8 tons, 6 tons refrigeration, 1 ton ice, brine and direct expansion systems.

Watson & Aven, Little Rock, Ark., ice cream, capacity 10 tons, brine system.

W. D. Wright Produce Co., Oklahoma City, Okla., capacity 10 tons, direct expansion system.

Thompson Ice Cream Co., Tulsa, Okla., capacity 13 tons, brine system.

Richfield Creamery Co., Sylvania, O., capacity 2½ tons, direct expansion system.

Hastings Crystal Creamery, Hastings, Mich., capacity 5 tons, direct expansion system.

W. D. Willson, Osgood, Ind., capacity 2½ tons, direct expansion system.

Homeopathic Hospital, Albany, N. Y., capacity 1½ tons, direct expansion system.

S. Tudor & Co., Kokomo, Ind., cold storage, capacity 10 tons, brine and direct expansion system.

R. T. Smith, De Kalb, Ill., market, capacity 7 tons, 1½ tons refrigeration, brine and direct expansion system.

Palmer Bros., Winnebago, Ill., market, capacity 1½ tons, 1½ tons refrigeration, direct expansion system.

(Continued on page 27.)

## DIXON'S BELT DRESSING

in solid form is a quick, simple, easy cure for slipping belts. Like to try a free sample?

**Joseph Dixon Crucible Co., Jersey City, N. J.**

# ICE AND REFRIGERATION

## NEW INCORPORATIONS.

Boston, N. Y.—F. Churchill, L. G. Ray Whiting and W. Needham have incorporated the Boston Creamery Association with \$4,600 capital stock.

Denver, Colo.—The McCaull-Doyer Ice Company has been incorporated by W. S. McCaull, N. E. McCaull and R. L. Doyer. Capital \$20,000.

Wheeling, W. Va.—The Ohio Dairy and Creamery Company has been incorporated with a capital stock of \$50,000 by D. F. Sheets, W. V. Keyser and J. M. Crane.

North Rose, N. Y.—The North Rose Cold Storage Company has been incorporated with a capital stock of \$20,000 by M. C. Hall, J. Hill, Frank Hill, Thos. B. Welch and A. Weed.

Shreveport, La.—The Consumers' Ice and Cold Storage Company has been chartered here with a capital stock of \$50,000. F. A. Barnes, president, and C. L. Horne, secretary.

Maysville, Ky.—The Maysville Ice Company has filed articles of incorporation with a capital of \$15,000. J. T. Strode, L. G. Strode and W. H. Strode are the incorporators.

Bloomington, Ind.—The Bloomington Re-distilled Ice Company has been incorporated with a capital stock of \$25,000 by W. W. Klein, W. Klein, W. H. Litherland and E. Franklin.

Springfield, Mass.—The Columbia Creamery Company has been incorporated with a capital stock of \$20,000 by L. M. Gloer, 19 Main street, West Springfield; D. A. Mylon, 162 Northampton avenue, Springfield.

Brooklyn, N. Y.—The Kingsboro Hygeia Ice Company has been incorporated with a capital stock of \$5,000 by W. H. DeMike, 500 West 112th street; E. H. Sharrott, 430 East 141st street; J. Sharp, Yonkers, N. Y., and E. L. Sayward, 151 West Twenty-ninth street.

## ICE NOTES.

Ozark, Ark.—W. Clinton is interested in the establishment of an ice factory here.

Walhalla, S. C.—Geo. Wilson has all preparations made for the installation of his ice plant.

Fort Collins, Colo.—James Vandewark will erect a large cold-storage plant to cost about \$12,000.

Alexandria, La.—The People's Ice Company has been organized here. A. Buquoi is manager.

Kershaw, S. C.—The Kershaw Ice Company has awarded the contract for the erection of its ice plant.

Lancaster, S. C.—Work has been begun on the building for the Lancaster Ice and Coal Company ice plant.

Monroe, N. C.—The new ice plant of the Monroe Ice and Fuel Company has commenced operations.

Buffalo, N. Y.—The Webster Citizens' Ice Company expects to start operations at its new ice plant this week.

Rapid City, S. D.—The Crystal Springs Ice Company has purchased the business of the Rapid City Ice Company.

Des Moines, Ia.—A large ice house belonging to the Great Western Railroad Company has been destroyed by fire.

Collingwood, O.—G. R. Hamm, C. W. Gunn, F. Shepard and E. G. Wilson are interested in the establishment of an ice plant here.

Plattsburgh, Neb.—Ice vaults of John Gund Brewing Company near Burlington depot, has been partially destroyed by fire.

San Diego, Cal.—The new plant of the Union Ice and Cold Storage Company is nearing completion. The company expects to have it in operation in three weeks.

Ballston Spa, N. Y.—The plant of the Mechanicville Condensed Milk and Cold Storage Company has been sold on a mortgage foreclosure to Mr. Lee of Mechanicville for \$12,120.

Birmingham, Ala.—Options have been secured by local and foreign capitalists on the property of the Schillinger Brewing Company for the purpose of turning it into a cold storage plant.

Hagerstown, Md.—It is reported that an artificial ice plant, to cost \$40,000, will be erected on the mountain at Blue Ridge Summit. The company expects, if the project goes through successfully, to be ready for business within sixty days.

Washington, D. C.—The experiment of making its own ice is to be tried by the Post Office Department. A three-ton ice machine, capable of making enough ice in twenty-four hours to supply the department and the city post office for a week, is now being installed.

San Bernardino, Cal.—F. O. Engstrom Company, of Los Angeles, has been awarded the contract by the Santa Fe Railroad for its precooling and ice-making plants, to be erected near this place. The ice-making plant will have a capacity of 225 tons per day, and the precooling plant a refrigerating capacity of approximately 600 tons. In connection with the plant will be a four-track precooling station with a maximum capacity for precooling thirty-two loaded refrigerator cars every four hours.

## THE "BOSS" IN MEXICO.

The Cincinnati Butchers' Supply Co., manufacturers of "Boss" machines for packers and butchers, are very much pleased with the recognition of their various machines by butchers and packers in foreign countries. This firm has lately shipped a slaughterhouse outfit, with Boss sausage and lard machinery, to F. E. Thompson, Sabinas, Coahuila, Mexico.



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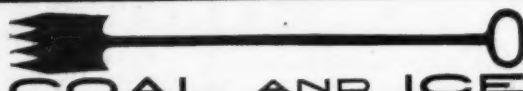
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**COAL AND ICE**  
ELEVATORS—CONVEYORS  
AUTOMATIC LOWERING MACHINES  
Finest **ICE TOOLS** Quality

*Gifford Wood Co.*

CHICAGO, ILL.

ARLINGTON, MASS.



**CREAMERY REFRIGERATING SALES.**

(Concluded from page 25.)

C. L. Varley, Dallas, Tex., butter and eggs, capacity 2½ tons, 2½ tons refrigeration, direct expansion system.

C. O. Wells & Co., Edison, O., ice and cold storage, capacity 13 tons, 7 tons refrigeration, 3 tons ice, brine system.

Haberman & Golden, Jefferson, Wis., cold storage, capacity 7 tons, 7 tons refrigeration, brine and direct expansion system.

Hillside Dairy Co., Mitchell, Ind., capacity 2½ tons, 2½ tons refrigeration, direct expansion system.

F. R. Jackson, Sterling, Ill., cold storage and ice, capacity 23 tons, 13 tons refrigeration, 5 tons ice, brine system.

North & Sweeney, Conneautville, Pa., milk, capacity 6 tons, 6 tons refrigeration, brine system.

W. J. Carson, Winnipeg, Can., ice cream and cold storage, capacity 10 tons, 10 tons refrigeration, brine system.

Willow Brook Dairy Co., Mt. Vernon, N. Y., capacity 17 tons, 17 tons refrigeration, brine system.

De Laval Supply Co., San Francisco, Cal., capacity 2½ tons.

York Stock Farm, Philadelphia, Pa., capacity 10 tons, 6 tons refrigeration, 2 tons ice, brine system.

Supplees Alderney Dairies, Emberville, Pa., capacity 6 tons, 6 tons refrigeration, brine system.

Supplees Alderney Dairies, Pocapson, Pa., capacity 6 tons, 6 tons refrigeration, brine system.

Tonawanda Ice Co., Tonawanda, N. Y., capacity 53 tons, 10 tons refrigeration, 25 tons ice.

H. E. Coler, Youngstown, O., meats, capacity 5 tons, 5 tons refrigeration, direct expansion system.

Karl F. Mogg, Youngstown, O., meats, capacity 5 tons, 5 tons refrigeration, direct expansion.

Bost & Heckler, Napoleon, O., meats

# Henry Vogt Machine Co.

## LOUISVILLE, KY.

Manufacturers of

# Ice and Refrigerating Machinery and Boilers

## Government Inspection

requires your packing house to have the most

### Sanitary Arrangement

We are specialists in this work Write us in regard to your requirements

TAIT-NORDMEYER ENGINEERING CO., Wright Building St. Louis

capacity 2½ tons, 2½ tons refrigeration, direct expansion.

Trautwein, Walters & Kasper, Shiner, Tex., ice and cold storage, capacity 10 tons, 5 tons ice, direct expansion system.

De Laval Dairy Supply Co., San Francisco, Cal., capacity 2½ tons, 2½ tons refrigeration, direct expansion.

Urbana Elgin Creamery Co., Urbana, Ind., capacity 4 tons, 4 tons refrigeration, brine.

D. H. Johnston & Co., Douglas, Ariz., meats, capacity 5 tons, 5 tons refrigeration, direct expansion system.

★  
**STAR**

## IF CORK BOARD

FOR COLD STORAGE INSULATION BEARS  
THIS TRADE MARK, THEN IT'S THE BEST

UNITED CORK COMPANIES  
HOBOKEN, N. J.

Write for  
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YORK, PA.

We manufacture all the machinery and parts needed to equip a complete Ice or Refrigerating Plant:

**MACHINES, CONDENSERS, TANKS,  
CANS, COOLERS, PIPING.**

**Boilers and Ammonia Fittings  
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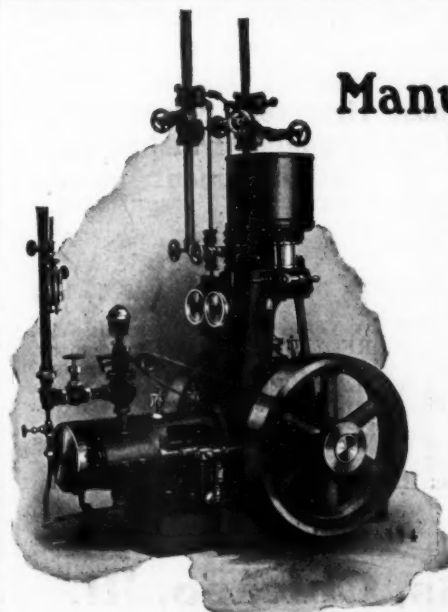
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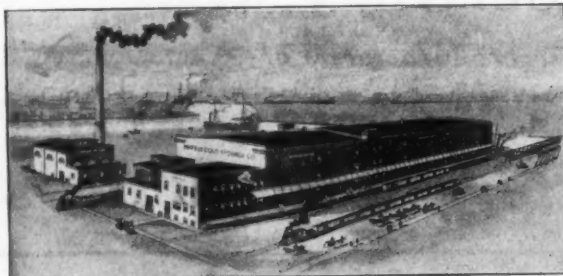
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BIRMINGHAM, Kates Transfer & Storage Co.  
BOSTON, 120 Milk Street, Chas. P. Duffee.  
BUFFALO, Seneca St., Keystone Warehouse Co.  
CHICAGO, 16 N. Clark St., F. C. Schapper.  
CINCINNATI, 83 E. McMicken Ave., The Burger Bros. Co.  
CLEVELAND, Cleveland Storage Co.  
DETROIT, Riverside Stge. & Cartage Co., Ltd.  
INDIANAPOLIS, Central Transfer & St'ge Co.  
JACKSONVILLE, Park Bldg., St. Elmo, W. Acosta.  
KANSAS CITY, Co-op. Land & Mercantile Co.  
LIVERPOOL, Peter R. McQuie & Son.  
LOS ANGELES, 151 N. Los Angeles St., United Iron Works.  
LOUISVILLE, Louisville Public Warehouse.  
MILWAUKEE, Central Warehouse.  
NEWARK, F. W. Munn Livery Co.  
NEW ORLEANS, Finlay, Dicks & Co., Ltd.  
NEW YORK, 100 William St., Roessler & Hasselacher Chemical Co.  
NORFOLK, Nottingham & Wrenn Co.  
OMAHA, Richardson Drug Co.  
PITTSBURGH, Duquesne Freight Station, Penna. Transfer Co., Ltd.  
PROVIDENCE, Rhode Island Warehouse Co.  
ST. LOUIS, 1100 N. Levee, McPherson's Whse. Co.  
SAN FRANCISCO, 2nd and Market Sts., United Iron Works.  
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Gravestine & Co., Philadelphia, Pa., milk, capacity 8 tons, 8 tons refrigeration, brine.

De Laval Dairy Supply Co., San Francisco, Cal., capacity 5 tons, 5 tons refrigeration.

De Laval Dairy Supply Co., San Francisco, Cal., capacity 3 tons, 3 tons refrigeration.

De Laval Dairy Supply Co., San Francisco, Cal., capacity 1½ tons.

Stuttgart Creamery Co., Stuttgart, Ark., capacity 2½ tons.

De Witt Creamery Association, De Witt, Ark., capacity 13 tons, 3 tons refrigeration, 5 tons ice, brine system.

Wm. Kelley, Philadelphia, Pa., capacity 10 tons, 10 tons refrigeration, brine system.

Frenchtown Cond. Milk Co., Frenchtown, N. J., capacity 2½ tons.

Lowville Cold Storage Co., Lowville, N. Y., capacity 23 tons, 23 tons refrigeration, brine system.

St. Bede College, Peru, Ill., capacity 2½ tons, 2 tons refrigeration, 300 lbs. ice, brine system.

Jersey Ice Cream Co., Lawrence, Mass., capacity 13 tons, 13 tons refrigeration, brine system.

Abbott's Alderney Dairies, Salem, N. J., capacity 7 tons, 7 tons refrigeration, brine system.

Wunsch Mfg. Co., Pawtucket, R. I., capacity 2½ tons, direct expansion system.

Abbott's Alderney Dairies, Kelton, Pa., capacity 7 tons, 7 tons refrigeration, brine system.

E. E. Niff, Canfield, O., capacity 2½ tons.

Walker-Gordon Laboratory, Plainsboro, N. Y., milk, capacity 17 tons, 9 tons refrigeration, 4 tons ice, brine system.

Richfield Co-op. Creamery Co., Strasburg, Ill., capacity 2½ tons.

A. D. Davis, Mobile, Ala., meat, capacity 7 tons, 7 tons refrigeration, direct expansion system.

Keller's Hotel, Albany, N. Y., cold storage, capacity 5 tons, 5 tons refrigeration, direct expansion system.

Beyer Bros., Rochester, Ind., cold storage, capacity 40 tons, 40 tons refrigeration, brine system.

Cottage Grove Creamery Co., Detroit, Mich., capacity 7 tons, 7 tons refrigeration, brine system.

C. De Klyn & Son, Norwalk, Conn., ice cream, capacity 8 tons, 2 tons refrigeration, 3 tons ice, brine system.

John Hoppel, Wellington, Kas., capacity 1½ tons.

South Dakota Hospital for Insane, Yankton, S. D., capacity 10 tons, 6 tons refrigeration, 2 tons ice, brine system.

Butler Creamery Co., Butler, Ky., capacity 5 tons, 3 tons refrigeration, 1 ton ice, brine system.

W. T. Leonard & Co., Cabool, Mo., capacity 2½ tons.

De Laval Dairy Supply Co., San Francisco, Cal., capacity 2½ tons.

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BIRMINGHAM, Armour Packing Co. of La., Ltd.  
BOSTON, Armour Ammonia Works.  
BUFFALO, Armour & Company.  
CAMDEN, N. J., Armour & Company, 917 Noble St. (Philadelphia).  
CHICAGO, The Armour Ammonia Works.  
CINCINNATI, Armour & Company.  
COVINGTON, KY., Armour & Company (Cincinnati).

CLEVELAND, Grace & Housum.  
DENVER, Armour & Company.  
DETROIT, Baird & West.  
EAST ST. LOUIS, Armour & Co.  
FORT WORTH, Armour & Company.  
HOUSTON, Armour Packing Co.  
INDIANAPOLIS, L. L. Pfeiffer, 218 E. Maryland St.  
JACKSONVILLE, Armour & Co.  
KANSAS CITY, Armour Packing Co.  
LOS ANGELES, Western W. Drug Co.  
LOUISVILLE, Armour & Company.  
MILWAUKEE, Armour & Company.

NEW ORLEANS, Armour Packing Co. of La., Ltd.  
NEW YORK, Armour Ammonia Wks.  
NORFOLK, VA., Armour & Company.  
OMAHA, Armour & Co. (So. Omaha).  
PHILADELPHIA, Armour & Company, 917 Noble St.  
ST. LOUIS, Armour & Company.  
SAN FRANCISCO, William Burd, 308 Postal Telegraph Bldg.  
SEATTLE, WASH., Armour & Company.  
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WASHINGTON, D. C., Armour & Co.

**The Armour Ammonia Works, Chicago, Ill.**

Owned and Operated by **ARMOUR & COMPANY**



# PROVISIONS AND LARD

## WEEKLY REVIEW

All articles under this head are quoted by the bbl. except lard which is quoted by the cwt. in tcs., pork and beef by the bbl. or tierce, and hog by the cwt.

**Markets Show Hardening Tendency—Speculation Somewhat More Active—Somewhat Better Cash Demand—Receipts of Hogs Small—Weights Continue Light.**

The market for hog products developed a considerably better tone during the week, and while the improvement was not important, there was a slow gain and with the gain a more active interest developed in futures, and there was a better tone to the spot markets with evidence of somewhat broader demand. The market has been moving within such very narrow lines of late that even a small fluctuation seems of importance. The movement in lard has been scarcely  $\frac{1}{4}$  c. a pound, and pork has moved within less than a quarter of a dollar a barrel.

The improvement in values appeared to be in part based on the light movement of hogs and a better tone to the spot situation. The improvement, however, was very slow until Wednesday, when there was a fair gain in values, with a good deal of speculative buying reported at the West.

There seems to be a considerable difference of opinion regarding the lard situation, but believers in better prices have been able to hold the market for some time, against a heavy market in cottonseed oil, and in compound lard, the effect of rather large stocks of lard at Chicago and a period of depression in other oils and greases.

The supply of lard does not, however, appear to be a very important one outside of the Chicago stocks. Well-informed interests claim that there is very little lard in the outside points, particularly the non-reporting

points, and that there will have to be before a very long time considerable buying of lard by such points. There is, however, only a small movement of lard from the West. The shipments of lard last week from Chicago were only 9,800 tcs., showing that the distribution from that point is comparatively light. The movement of hogs, however, is under last year, the current week's receipts at Chicago are expected to be nearly 50,000 under a year ago, and the average weight shows no improvement. The resulting yield of lard is correspondingly disappointing, but the last statement of stocks showed that the stock of lard had accumulated moderately notwithstanding the fact of a decrease in the packing and light weight of hogs.

The demand for meats at the West is also not particularly active. Shipments are fair, but by no means heavy. There is a fair demand for hogs by Western shippers, and recently about 25 per cent. of the Chicago movement has been taken by Eastern packers and cutters. The live hog situation is practically unchanged. Prices are very firm. The average for the past week was maintained at the previous week's figures, the price being \$7.26. This week the market has been quite steady with only a moderate movement.

There has been no recession in the price of feedstuffs to afford any lower basis for live hogs, and the situation in this respect is unchanged.

Although there is a growing feeling that with the advancement of the summer season there will be an opportunity for some concessions to be made in live hogs, there is no immediate evidence of that, and there is no effort being made to discount any such possible

movement or price in the forward deliveries of the future market.

The improving tendency of the market which has developed this week has been based on the reverse of this idea, the point being raised that there are not so many hogs in the country as last year, and with the high price there will be less effort to increase the number, until there is a certainty of a period of low priced feedstuffs. How soon such a condition could be brought about is very difficult to forecast, but the large corn crops of the past two years have not brought any low priced corn.

Part of this condition has been undoubtedly due to a distinct shortage in the supply of oats, but the supply of other feedstuffs during the year has been large. The barley crop was a very heavy one, and the crop of hay for feeding of other stock was a record breaker.

The very high price, however, for all feeding stuffs from wheat, has been a very important factor in influencing the price of feedstuffs for hogs. Taking the results of the past two years in the effect on the prices of feed and the prevailing prices for hogs, it would seem necessary to have a largely increased area of corn and other feeding crops this season if the average price of feedstuffs for the coming year is to be brought down to any reasonable extent.

Not until there is a heavy run of hogs which will make a supply of lard and of meats, in excess of the current requirements and result in a considerable accumulation of stocks at Chicago as well as other points, does the trade appear to be looking for any material concessions in values. General trade conditions, however, are slow, although there seems to be some evidence of improvement in business, and

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such improvement is possibly being discounted.

Prices are so high that the situation is very largely a domestic one, judging by the small export movement of lard and other products. The foreign markets, however, have been considerably better this week. There has been an improvement in meat prices on the other side and a better tone to the lard market. The improvement, however, does not appear to be very much if any more than the improvement in American quotations.

Schwabacker estimates of Chicago pork stocks is 21,000 bbls, old and new, against 21,500 bbls. May 1, lard 67,500 tcs., against 70,141 tcs., and ribs 20,350,000 lbs., against 21,643,000 lbs.

Packing this week showed a decrease.

The market is a little firmer in tone but quiet. Mess is quoted at \$18.50@19; clear, \$19.25@21.50, and family, \$18.50@19.50.

The spot lard market shows a good improvement this week with a better tone to compound lard. City steam lard, \$10.50@10.62½; prime Western, \$11.10, and Middle West, \$11; Continent, \$11.30; South America, \$11.95; Brazil, kegs, \$12.95; compound, 7½@8¼c.

#### SEE PAGE 48 FOR FRIDAY'S MARKETS.

**BEEF.**—Prices are firm but quiet; trade is good. Mess is quoted at \$12@13.50; packet, \$13.50@14; family, \$14.25@14.75.

#### EXPORTS IN HOG PRODUCTS.

Exports of hog products from New York reported up to Wednesday, May 12, 1909, were as follows:

#### EXPORTS SHOWN BY STEAMERS.

Exports of commodities from New York to foreign ports for the week ending Saturday, May 8, 1909, as shown by H. M. Schwarzschild's report, are as follows:

Steamer and Destination.	Oil		Cottonseed		Bacon		Beef.		Lard.	
	Cake.	Oil.	Gals.	Cheese.	Hams.	Tallow.	Pkgs.	Pork.	Tcs.	Pkgs.
Arabie, Liverpool .....			141	3476	1243	220	203	743	6630	
Mauretania, Liverpool .....			110	813		100	74	253	100	
*Minnetonka, London .....		25		417		54	107	25	1140	
Majestic, Southampton .....				142					450	
*Philadelphia, Southampton .....				609					450	
*California, Glasgow .....	750	50		995		85	200	485	1275	
Liv. Dunkirk .....		150								
Tintoretto, Manchester .....				286				710	8375	
President Lincoln, Hamburg....				25				270	475	3400
Nieuw Amsterdam, Rotterdam..	4027	25		150				30	125	2245
Vaderland, Antwerp .....	5397			85	102	92	65	105	6750	
Kaiser Wilhelm II. Bremen....								500		
Prinz Frederick Wilhelm, Bremen									400	
Grosser Kurfurst, Bremen .....								25		635
Hudson, Bordeaux .....		615								
C. F. Tietgen, Baltic .....				40				115	255	575
Italia, Mediterranean .....		950								
Neckar, Mediterranean .....		848			192		20		55	225
Europa, Mediterranean .....				5						650
Total .....	10174	2663	251	7235	1345	1311	649	3231	33300	
Last week .....	14864	1908	1181	9440	905	1692	1009	4975	30278	
Same time in 1908 .....	10379	7738	4449	7060	1276	490	578	4085	39745	

\*Cargo estimated by steamship company.

**BACON.**—Antwerp, Belgium, 14,500 lbs.; Amsterdam, Holland, 15,964 lbs.; Bristol, England, 288,558 lbs.; Barbados, W. I., 938 lbs.; Cardiff, Wales, 4,304 lbs.; Colon, Panama, 10,750 lbs.; Copenhagen, Denmark, 19,346 lbs.; Christiania, Norway, 6,510 lbs.; Glasgow, Scotland, 102,504 lbs.; Genoa, Italy, 72,895 lbs.; Havana, Cuba, 66,954 lbs.; Hango, Russia, 18,750 lbs.; Hamilton, W. I., 2,731 lbs.; London, England, 10,925 lbs.; Liverpool, England, 1,112,537 lbs.; Manchester, England, 131,055 lbs.; Manzanilla, Cuba, 34,337 lbs.; Naples, Italy, 6,235 lbs.; Nipe, Cuba, 8,509 lbs.; Para, Brazil, 58,696 lbs.; Rio Janeiro, Brazil, 6,600 lbs.; Rotterdam, Holland, 89,427 lbs.; Trinidad, Island of, 3,550 lbs.

**HAMS.**—Antwerp, Belgium, 54,250 lbs.; Amsterdam, Holland, 4,950 lbs.; Bristol, England, 157,704 lbs.; Barbados, W. I., 17,891 lbs.; Colon, Panama, 10,882 lbs.; Curacao, Leeward Islands, 1,434 lbs.; Cayenne, French Guiana, 986 lbs.; Copenhagen, Denmark, 13,125 lbs.; Glasgow, Scotland, 577,400 lbs.; Havana, Cuba, 18,939 lbs.; Hamilton, W. I., 7,873 lbs.; Kingston, W. I., 930 lbs.; London, England, 542,999 lbs.; Liverpool, England, 1,118,500 lbs.; Monte Cristi, S. D., 3,619 lbs.; Mazatlan, Mexico, 1,047 lbs.; Manchester, England, 20,419 lbs.; Manzanilla, Cuba, 30,832 lbs.; Maracaibo, Venezuela, 1,290 lbs.; Martinique, W. I., 3,180 lbs.; Nipe, Cuba, 1,283 lbs.; Para, Brazil, 2,394 lbs.; Paramaribo, Dutch Guiana, 5,832 lbs.; Port Limon, C. R., 2,199 lbs.; Port au Prince, W. I., 1,774 lbs.; Southampton, England, 2,500 lbs.; St. Thomas, W. I., 2,289 lbs.; Stockholm, Sweden, 9,375 lbs.; Trinidad, Island of, 5,682 lbs.; Vera Cruz, Mexico, 1,489 lbs.

**LARD.**—Antwerp, Belgium, 124,764 lbs.;

Amsterdam, Holland, 3,900 lbs.; Bremen, Germany, 89,980 lbs.; Bristol, England, 210,700 lbs.; Cartagena, Venezuela, 1,400 lbs.; Callao, Peru, 5,000 lbs.; Christiania, Norway, 13,750 lbs.; Curacao, Leeward Islands, 10,497 lbs.; Cardiff, Wales, 51,100 lbs.; Cayenne, Dutch Guiana, 2,400 lbs.; Copenhagen, Denmark, 61,573 lbs.; Dantzig, Germany, 10,224 lbs.; Demerara, British Guiana, 6,547 lbs.; Genoa, Italy, 2,750 lbs.; Guayaquil, Ecuador, 11,280 lbs.; Glasgow, Scotland, 69,514 lbs.; Hamburg, Germany, 202,881 lbs.; Havana, Cuba, 65,002 (Continued on next page.)

#### EXPORTS OF PROVISIONS

Exports of hog products for week ended May 8, 1909, with comparative tables:

	PORK, BARRELS.		From Nov. 1, 1908, to May 8, 1909.
	Week May 8, 1909.	Week May 9, 1908.	
United Kingdom..	591	924	21,414
Continent .....	276	818	9,342
So. & Cen. Am..	240	99	9,932
West Indies .....	1,258	1,750	35,606
Br. No. Am. Col.	1,772	128	11,901
Other countries ..		30	89
Totals .....	4,137	3,249	87,684

	MEATS, POUNDS.		From Nov. 1, 1908, to May 8, 1909.
	Week May 8, 1909.	Week May 9, 1908.	
United Kingdom..	6,701,157	7,630,401	242,108,285
Continent .....	620,763	817,789	21,249,465
So. & Cen. Am..	81,050	45,850	2,843,232
West Indies .....	128,625	248,287	5,263,739
Br. No. Am. Col.			106,110
Other countries ..			40,200
Totals .....	7,531,595	8,742,327	271,611,081

	LARD, POUNDS.		From Nov. 1, 1908, to May 8, 1909.
	Week May 8, 1909.	Week May 9, 1908.	
United Kingdom..	4,073,240	3,520,020	159,824,100
Continent .....	4,339,694	3,308,517	153,245,165
So. & Cen. Am..	262,850	322,510	7,525,805
West Indies .....	744,830	583,482	18,677,551
Br. No. Am. Col.	30,000	7,280	349,800
Other countries ..	32,500		556,400
Totals .....	9,483,114	7,741,809	340,178,821

#### RECAPITULATION OF WEEK'S EXPORTS.

From—	Pork.	Meats.	Lard.
	Bbls.	Pounds.	Pounds.
New York .....	902	4,594,000	3,971,400
Boston .....	254	2,517,150	841,318
Philadelphia .....	1,823	218,295	2,246,616
New Orleans .....	1,158	139,800	490,250
St. John .....		21,100	124,040
Mobile .....		15,000	490,250
Galveston .....			
Portland, Me. ....		26,250	1,402,200
Baltimore .....			31,000
Newport News .....			
Totals .....	4,137	7,531,595	9,483,114

#### COMPARATIVE SUMMARY.

	From Nov. 1, 1908, to May 8, 1909.	From Nov. 1, 1907, to May 9, 1908.	Decrease.
Pork, pounds .....	17,536,800	19,352,800	1,816,000
Meats, pounds .....	271,611,081	322,782,211	51,171,180
Lard, pounds .....	340,178,821	399,998,611	59,819,790

#### OCEAN FREIGHTS.

	Liverpool, Glasgow, Hamburg.	Per Ton.	Per Ton.	Per 100 lbs.
Beef, per tierce .....	3/	3/		15@24c.
Oil cake .....	7/6	7/		10@11c.
Bacon .....	15/	15/		15@24c.
Lard, tierces .....	15/	15/		15@24c.
Cheese .....	20/	25/		15@48c.
Canned meats .....	15/	15/		15@24c.
Butter .....	25/	30/		15@48c.
Tallow .....	15/	15/		15@22c.
Pork, per barrel .....	2/3	2/3		15@24c.

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# TALLOW, STEARINE, GREASE and SOAP

## WEEKLY REVIEW

SEE PAGE 43 FOR FRIDAY'S MARKETS.

**TALLOW.**—The tallow market has been very quiet this week with prices about unchanged. Some business was done in city tallow on the basis of 5½c., but on Wednesday there was a better tone to the market with that price bid, as the result of an improvement in the London market and fair sales in that market.

The London situation improved with the offerings for the week only about half the size of the offerings of the past two or three weeks, the total amounting to about 860 tcs., the major portion being sold at prices showing a gain of 3 to 6d. over the preceeding week, averaging 31s. 6d. The fact that the offerings were much lighter than they have been and that the market improved, was considered quite an important factor in the home situation.

Cables did not state, however, whether the offerings were the result of lighter supplies on the market, or the unwillingness of holders to offer so much more than had been sold recently, and thereby possibly force another decline.

There has been a moderate interest in edible tallow, with a quiet trade during the week. Good grades have held quite steady, with rather moderate offerings. The production of tallow does not seem to be very heavy. There is not any large amount of offering, and the recent decline in values have been due apparently to a lack of demand. This condition has resulted from the quiet trade conditions and unwillingness of the soapmakers and other consumers to buy more than current requirements would dispose of, and the amount being used has not been heavy. The market has also been affected by a very indifferent market in greases. Trade has been very quiet and the tone has been barely steady if not heavy in grease, both in this market and at outside points.

The export interest continues practically at a standstill. Some stuff is being shipped, but there is no general demand, the buying continuing to run to special lots or to special ports. Foreign prices continue slightly under American, and this discount has been sufficient to prevent any broadening of the market in this respect. With the improving tone, however, which developed during the week in cottonseed oil, and in lard, there was some disposition to look for a resumption of demand for tallow. A factor which has been against the market to some extent has been a hesitating market in stearine, and business was done at concessions which were naturally a factor against the tallow market.

Quotations are: City, 5½c.; spot country, 5½@6½c.; steam and kettle, 6½@6½c.; edible, 7½@7½c.

The weekly contracts were on the basis of 5½c.

**OLEO STEARINE.**—Some business was done in oleo stearine at outside points on the basis of 12½c., with the local market down to 12½c. At the West the market was also somewhat easier with quotations as low as 12½@12¾c. This easing in the market was partly due to a rather quiet demand from compound makers, while the easing in the price of tallow was also a factor in the situation. Although the market has been very firm on pure lard, the interest in compound lard has been rather quiet, and prices, if anything, have shown a little shading in value, possibly the result of the concessions in stearine.

The pressers have not been, however, willing to follow the market down, and have been holding quite steadily, so that within the past few days a better tone has developed with, however, very little change in values. Further improvement in the Western lard market would undoubtedly stimulate the demand from compound makers. This condition is complicated, however, by the fact that cottonseed oil has been advancing, and the advantage obtained by the concessions in oleo prices have been offset by the hardening in the oil price.

The price of lard, however, is so very high, and the premium over compound lard so pronounced, ranging at present at about 3c. a pound, that there is a confident feeling that the production of compound will continue liberal, unless hampered by important gains in oil prices, and result in better demand for stearine. The demand for compound, which has been very quiet for several days, showed considerable improvement the past few days, and advanced with lard and oil.

**OLEO OIL.**—The market is quiet and easier. Demand has been slow and domestic prices have weakened. A fair business was put through at Rotterdam early in the week. Rotterdam reported oleo oil 80 florins. New York quotes at 14¼c. for choice, 9½@9½c. for No. 2, and 8¾c. for No. 3.

**LARD STEARINE.**—The market is dull and easier, with light interest shown. Quoted at 11½@12c.

**COTTONSEED STEARINE.**—The market is nominal with supplies reported sold up. Quoted at 7c. per lb.

**GREASE.**—The market is very dull with prices showing some easing on the store demand. Supplies are not heavy but demand is flat. Quotations in New York: Yellow, 4½@5c.; brown, 4@4¼c.; bone, 5½@5½c.; house, 5@5¼c.; "B" and "A" white, 6@6¼c.

**GREASE STEARINE.**—The market is very quiet with prices nominally unchanged. New York prices are, for yellow, 5½c., and white at 6c.

**COCOANUT OIL.**—The demand has been

quiet with spot markets showing a little easier tone. Shipment stuff is held firmly at primary markets. Quotations in New York City for Ceylon, spot, 6¼@6½c.; do., shipments, 6¼@6½c.; Cochin, spot, 7c., do., shipments, 6½@7c.

**PALM OIL.**—The market continues quiet with prices showing a little easier tone. Prices in New York are, for prime red, spot, 5½@5½c.; do., to arrive, 5½@5½c.; Lagos, spot, 5½@6c.; do., to arrive, 5½@5½c. Palm kernels, spot, 6¼@6½c.; do., shipments, 6.65@6.62c.

**CORN OIL.**—The market is dull with prices nominal at \$4.95@5.05.

**NEATSFOOT OIL.**—Prices are steady with a quiet jobbing trade. For 20 cold test, 86@87c.; 30 do., 78@80c.; 40 do., water white, 70@71c.; prime, 55c.; low grade or off yellow, 50c.

**LARD OIL.**—The market is firmer with the advance in lard. Prime quoted at 84@86c.

### EXPORTS OF HOG PRODUCTS.

(Continued from previous page.)

lbs.; Hamilton, W. I., 3,851 lbs.; Koenigsberg, Germany, 32,000 lbs.; Kingston, W. I., 1,725 lbs.; London, England, 192,700 lbs.; Liverpool, England, 701,710 lbs.; La Paz, Brazil, 1,080 lbs.; Maracaibo, Venezuela, 22,592 lbs.; Monte Cristi, S. D., 21,410 lbs.; Manchester, England, 683,895 lbs.; Manzanilla, Cuba, 62,900 lbs.; Martinique, W. I., 29,500 lbs.; Naples, Italy, 18,000 lbs.; Nipe, Cuba, 75,682 lbs.; Para, Brazil, 69,347 lbs.; Paramaribo, Dutch Guiana, 1,920 lbs.; Palermo, Sicily, 12,950 lbs.; Port au Prince, W. I., 75,778 lbs.; Port Limon, C. R., 2,075 lbs.; Rotterdam, Holland, 188,380 lbs.; Rio Janeiro, Brazil, 5,100 lbs.; Riga, Russia, 37,800 lbs.; Stockholm, Sweden, 31,194 lbs.; Sekondi, Africa, 6,257 lbs.; Southampton, England, 82,750 lbs.; Stettin, Germany, 75,877 lbs.; St. Thomas, W. I., 10,343 lbs.; Tunis, Algeria, 22,550 lbs.; Tumaco, Colombia, 1,965 lbs.; Turks Island, W. I., 2,594 lbs.; Trinidad, Island of, 33,746 lbs.; Valparaiso, Chile, 4,500 lbs.; Vera Cruz, Mexico, 27,726 lbs.

**LARD OIL.**—Glasgow, Scotland, 50 lbs.

**PORK.**—Antwerp, Belgium, 25 bbls.; Barbados, W. I., 20 tcs., 42 bbls.; Bristol, England, 50 tcs.; Cayenne, Dutch Guiana, 10 bbls.; Demerara, British Guiana, 155 bbls.; Glasgow, Scotland, 100 bbls.; Kingston, W. I., 20 bbls.; London, England, 57 bbls.; Liverpool, England, 125 bbls.; Monte Cristi, S. D., 46 bbls.; Para, Brazil, 10 bbls.; Paramaribo, Dutch Guiana, 107 bbls.; Port au Prince, W. I., 150 bbls.; Port Limon, C. R., 12 bbls.; Port Antonio, W. I., 26 bbls.; St. Thomas, W. I., 35 bbls.; Trinidad, Island of, 50 bbls.; Turks Island, W. I., 9 bbls.

**SAUSAGE.**—Antwerp, Belgium, 390 pa.; Bordeaux, France, 35 bxs.; Gibraltar, Spain, 50 bxs.; Havre, France, 204 pgs.

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# PEANUT OIL

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New York

## EXPORTS IN BEEF PRODUCTS.

Exports of beef products from New York reported up to Wednesday, May 12, 1909, were as follows:

**BEEF.**—Antwerp, Belgium, 40 bbls.; Bremen, Germany, 325 bbls.; Copenhagen, Denmark, 50 bbls.; Cardiff, Wales, 25 tes.; Curacao, Leeward Islands, 21 bbls.; Colon, Panama, 16,562 lbs.; Cayenne, Dutch Guiana, 30 bbls.; Demerara, Br. Guiana, 256 bbls.; Genoa, Italy, 10 bbls.; Glasgow, Scotland, 26,640 lbs.; 78 tes.; Hamilton, W. I., 10,890 lbs.; Hamburg, Germany, 220 bbls., 25 tes.; Hamilton, W. I., 16 bbls.; Kingston, W. I., 16 tes., 38 bbls.; London, England, 233,383 lbs.; Liverpool, England, 269,010 lbs., 35 bbls., 150 tes.; Martinique, W. I., 58 bbls.; Mauritius, W. I., 15 tes.; Port au Prince, W. I., 19 bbls.; Paramaribo, Dutch Guiana, 18 tes., 345 bbls.; Port Limon, C. R., 14 bbls.; Port Antonio, W. I., 13 bbls.; Rotterdam, Holland, 15 bbls.; Sekondi, Africa, 12 bbls.; Southampton, England, 977,500 lbs.; Trinidad, Island of, 25 bbls., 25 tes.; Turks Island, W. I., 9 bbls.

**OLEO OIL.**—Barbados, W. I., 20 tes.; Bremen, Germany, 50 tes.; Christiania, Norway, 140 tes.; Copenhagen, Denmark, 640 tes.; Hamburg, Germany, 777 tes.; London, England, 330 tes.; Liverpool, England, 95 tes.; Rotterdam, Holland, 1,025 tes.; Smyrna, Turkey, 40 tes.; Southampton, England, 25 tes.

**OLEOMARGARINE.**—Barbados, W. I., 2,100 lbs.; Colon, Panama, 7,170 lbs.; Kingston, W. I., 13,500 lbs.; Monte Cristi, S. D., 3,930 lbs.; Manzanillo, Cuba, 4,800 lbs.; Martinique, W. I., 10,460 lbs.; Nipe, Cuba, 1,056 lbs.; Port au Prince, W. I., 4,700 lbs.; Port Limon, C. R., 1,520 lbs.; Port Antonio, W. I., 2,000 lbs.; St. Thomas, W. I., 2,850 lbs.

**TALLOW.**—Antwerp, Belgium, 38,126 lbs.; Colon, Panama, 1,822 lbs.; Genoa, Italy, 9,777 lbs.; Havana, Cuba, 15,399 lbs.; Liverpool, England, 176,376 lbs.

**TONGUE.**—Antwerp, Belgium, 179 pa.; Bremen, Germany, 30 bbls.; Copenhagen, Denmark, 20 bbls.; Liverpool, England, 66 bbls.; Stockholm, Sweden, 175 bbls.

**CANNED MEATS.**—Bristol, England, 917 cs.; Barbados, W. I., 32 cs.; Curacao, Leeward Islands, 36 cs.; Cardiff, Wales, 150 cs.; Colon, Panama, 214 cs.; Christiania, Norway, 85 pgs.; Christiansand, Norway, 56 pa.; Demerara, British Guiana, 53 pgs.; Glasgow, Scotland, 715 pgs.; London, England, 683 cs.; Liverpool, England, 822 cs.; Maracaibo, Venezuela, 16 pgs.; Manchester, England, 600 cs.; Nipe, Cuba, 162 cs.; Para, Brazil, 295 pa.; Paramaribo, Dutch Guiana, 43 cs.; Sydney, Australia, 370 cs.

# Louisville Cotton Oil Co.



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ROYAL PRIME SUMMER YELLOW  
ACIDITY SUMMER WHITE SOAP OIL

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### BUTTER LAW FOR HOLLAND.

The Dutch Parliament has recently passed an act for the prevention of the adulteration of butter in Holland, and Consul Henry H. Morgan, of Amsterdam, forwards comments thereon from which the following points are given:

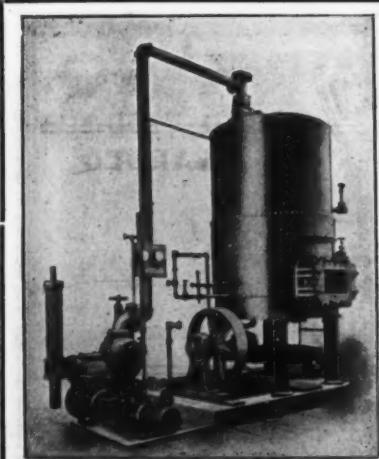
To exclude every possibility of fraud, the act provides for permanent government supervision, at the expense of the makers, in places where both butter and margarine are made. Not only are butter and margarine defined, but the act provides that butter shall contain a minimum amount of butter fat, which will prevent the sale of butter with an excess of water, and also makes it impossible to use any other adulterant. This provision

is considered very important, as no analyst will henceforth have any difficulty in estimating the exact amount of volatile fatty acids present in a sample of butter or margarine.

No foreign fats are allowed wherever butter is made, the act providing that from time to time a list shall be published giving the names of all substances considered adulterants, and which must not be present in places where butter is made.

The punishment for the violation of the law is imprisonment for not more than a year, no fines being provided for, while the judge, in certain cases, as additional punishment, is allowed to order the publication, at the offender's expense, of the material portion of the judgment.

<p>IS IT <b>WORTH WHILE?</b></p> <p>Oleo—Neutral.</p>	<p>TO <b>KNOW WHAT YOU ARE DOING</b></p> <p>Lard—Compound.</p>	<p>Our laboratory is at the service of our customers and friends and a series of regular tests of your products can be arranged.</p> <p>Stearine—Cottonseed—Products.</p>	<p><b>WRITE US FOR FULL INFORMATION</b></p> <p>Tallow—Grease.</p>	<p>Est. 1886. <b>STERNE &amp; SON CO.</b> JUST BROKERS Postal Tel. Bldg., CHICAGO Fertilizer Materials.</p>
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# COTTONSEED OIL

## WEEKLY REVIEW

THE NATIONAL PROVISIONER is official Organ of the Interstate Cottonseed Crushers' Association, the Oil Mill Superintendents' Association of the United States, the Texas Cottonseed Crushers' Association, the South Carolina Cottonseed Crushers' Association, the Georgia Cottonseed Crushers' Association, and the Louisiana Cottonseed Crushers' Association

**Prices Improving—Some Gain in Export Demand—Strength of Lard a Factor—Unfavorable Cotton Crop Reports and Pronounced Gain in Cotton Brings Speculative Demand—Export Interest Fair.**

The oil market has shown a decided improvement in tone this week, and a general hardening in values. The hardening in the market has been accompanied by a decided increase in the volume of trade. The improvement in prices has carried the market up on the spot deliveries very sharply. May has gained 30 points, July 20 points and September 10 points.

This readily shows the greatest strength in the near positions brought about by a number of circumstances. One of the factors was a further gain in the export demand, although the volume of buying was not very heavy, but there were orders in the market, and the willingness of the other side to buy oil, even in moderate quantities at improvement in prices, was looked upon as a very decided factor in the situation. This demand for compound improved with the rise in lard and there was a general improvement in crude oil.

The advance in lard at the West and the confident claims of speculative interests that the Western lard situation was developing material strength also induced quite a little speculative buying of the oil market. The pronounced advance in cotton of about  $\frac{1}{2}$ ¢. a pound in barely two days was a strong

feature, as a great deal was made of the crop situation. There are insistent advices coming from the South that the crop is late, and at the best will not be as large an acreage as last year.

In this respect the revision by the government of the cotton acreage figures for last year is of interest. The revised figures make the acreage planted a year ago 33,370,000, while the area reported last June was 32,081,000 and the area picked last year 32,444,000. Taking the private reports which have been put out that the area will be reduced from 3 to 7 per cent., such reduction would still leave the crop but little under last year in total area. The Texas situation, however, has not improved. The drought continues and the rains the past week were inadequate, or none, in a large number of counties.

On the other hand there has been too much rain in portions of the center and east, while very low temperatures and frosts are reported to have caused some damage. The very strong advance in cotton values, however, at this time would undoubtedly stimulate the South to put in as large an acreage as possible in cotton, although there is a strong tendency on the part of the South to diversify the crops, and this is against this increase in acreage. With corn and other food products offering as much return per acre if not more than cotton there is every inducement to increase the acreage of other crops at the expense of cotton, particularly in the districts where the crop is threatened by the boll weevil.

There has been some buying by refining

interests against sales of oil to the domestic and export trade, and this taking in of hedges on near positions has been an important factor in the relative strength of these positions compared with the fall deliveries. The day to day use of oil is steadily reducing the supply of oil. Stocks are admittedly of rather good proportions, but the production of crude is over for the season, or nearly so, excepting some after crush, and the offerings of crude from the South are small and are really cutting little figure in the market.

There is therefore every reason for expecting a steady decrease in the supplies of oil for the next few months, but whether this decrease will be sufficient to cause any important improvement in values will depend on a great many related markets. With the maintenance of high prices for lard there is every reason for expecting a continued good demand for compound lard, and there would appear to be very little likelihood of important recession in lard values until there is a marked improvement in the number of hogs coming in from the country.

The cotton crop situation is another very important factor. If the crop is late, as it is now claimed that it will be, the drain upon the old supplies of oil will be increased to just that extent, and it may be possible that some of the sellers of new oil, September shipment from Texas, will be compelled to cover their contracts. The offerings of new crude have recently not been of very important volume and sellers are more cautious about selling the early deliveries.

It is quite possible that the improvement

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San Francisco, 1894.  
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INCORPORATED 1885

## COTTON SEED OIL

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**WHITE DAISY—Prime Summer White Deodorized Oil**

**DELMONICO—Choice Summer Yellow Oil**

**APEX—Prime Summer Yellow Oil**

**BUTTERCUP—Deodorized Summer Yellow Oil**

**NONPAREIL—Choice Winter Yellow Salad Oil**

**ECLIPSE—Choice Butter Oil**

**REFINERY AND GENERAL OFFICE, LOUISVILLE, KY.** CABLE ADDRESS "Refinery" Louisville, U. S. A.

in nearby values may have had the support of some of the leading interests who were desirous of good values on stocks on hand as affecting total value of product and materials at the annual stock taking.

The total range of oil prices, however, has been very small for a number of weeks and in this respect the distribution of oil has not been hampered or affected by speculative fluctuations in the future market. This condition of affairs has been due undoubtedly to the liberal supplies of oil on hand and the lack of speculative interest in the market. Another factor in the firmness of the near positions has been the transfer of speculative holdings from the May to the July, and the carriers of oil were very willing to have the nearby positions marked up as soon as the oil had been transferred at a good price in order to merchandise the oil at a profit if possible before any question of changing holdings from July to September should arise.

Saturday, May 18, closing prices: Spot, \$5.58@5.67; May, \$5.59@5.63; June, \$5.64@5.68; July, \$5.77@5.78; September, \$5.97@5.98; October, \$5.96@5.97; November, \$5.63@5.66; good off, \$5.50@5.60; off, \$5.45@5.60; winter yellow, \$5.80@6; summer white, \$5.70@5.75. Sales: July, 1,000 at \$5.78; September, 700 at \$5.98@5.99; October, 100 at \$5.96. Total sales, 1,800. Market closed quiet, 1c. to 4c. decline. Prime crude, \$4.45@4.53.

Monday, May 10, closing prices: Spot, \$5.56@5.68; May, \$5.56@5.60; June, \$5.61@5.67; July, \$5.74@5.76; August, \$5.84@5.89; September, \$5.95@5.97; October, \$5.94@5.95; November, \$5.59@5.61; December, \$5.45@5.54; good off, \$5.45@5.60; off, \$5.53@5.58; winter yellow, \$5.95@5.99; summer white, \$5.90@5.95. Sales: May, 200 at \$5.59@5.60; July, 900 at \$5.75@5.76; September, 500 at \$5.98. Total sales, 1,600. Market closed quiet, 1c. to 4c. decline. Prime crude, \$4.53@4.60.

Tuesday, May 11, closing prices: Spot, \$5.68@5.75; May, \$5.66@5.67; June, \$5.68@5.69; July, \$5.79@5.80; August, \$5.88@5.93; September, \$5.98@6; October, \$5.94@5.95; November, \$5.59@5.63; December, \$5.48@5.53; good off, \$5.55@5.70; off, \$5.50@5.60; winter yellow, \$5.95@5.99; summer white, \$5.90@5.98. Sales: May, 500 at \$5.67@5.69; June, 100 at \$5.69; July, 2,900 at \$5.77@5.80; September, 4,300 at \$5.97@6; October, 1,000 at \$5.93@5.96. Total sales, 8,800. Market closed firm, unchanged to 10c. advance. Prime crude, \$4.53@4.60.

Wednesday, May 12, closing prices: Spot, \$5.73@5.75; May, \$5.71@5.72; June, \$5.74@5.77; July, \$5.86@5.87; August, \$5.95@5.99; September, \$6.05@6.07; October, \$6@6.01; November, \$5.66@5.68; December, \$5.50@5.55; good off, \$5.55@5.60; off, \$5.61@5.64; winter yellow, \$5.97@5.99; summer white,

\$5.95@6.05. Sales: Spot, 100 at \$5.75; May, 1,500 at \$5.69@5.72; June, 400 at \$5.75@5.76; July, 500 at \$5.83@5.86; September, 2,200 at \$6.04@6.06; October, 900 at \$5.97@6.01; November, 700 at \$5.64@5.68. Total sales, 6,300. Market closed firm, 2c. to 7c. advance. Prime crude, \$4.60 bid.

Thursday, May 13, closing prices: Spot, \$5.84@5.94; May, \$5.80@5.90; June, \$5.85@5.87; July, \$5.94@5.96; August, \$6.02@6.09; September, \$6.11@6.13; October, \$6.04@6.05; November, \$5.67@5.69; December, \$5.52@5.60; good off, \$5.70@5.78; off, \$5.72@5.81; winter yellow, \$5.96@6; summer white, \$6@6.10. Sales: May, 300 at \$5.76@5.80; June, 200 at \$5.86@5.87; July, 1,900 at \$5.94@5.96; September, 3,000 at \$6.11@6.14; October, 1,300 at \$6.03@6.05; November, 700 at \$5.68@5.69. Total sales, 7,400. Market closed firm at unchanged to 11c. advance. Prime crude, \$4.66.

SEE PAGE 48 FOR FRIDAY'S MARKETS.

### COTTONSEED OIL SITUATION.

(Special Letter to The National Provisioner from Aspegren & Co.)

New York, May 13.—As anticipated in our last week's letter quite an advance in refined oil has taken place during the past week, simultaneously with the buying up by refiners of the crude oil remnants. In this way May oil has advanced 20 points and spot oil as much as 24 points during the past week. Crude oil is practically cleaned up now, and what little is left will no doubt be sold at the convention in Memphis next week; \$4.65@4.70 was paid yesterday for crude remnants, according to location and delivery. All fats seem to be firming up and lard has had a good advance during the week. The cotton market has had an ad-

vance of 50 points during the week, which reflects the apprehension in regard to the growing crop.

As a matter of fact crop prospects are at present very poor indeed and in view of the fact that oil stocks are hardly more than 10 per cent. in excess of last year, whereas the consumption is probably about 60 per cent. larger than last year, and further in view of the fact that cotton oil is on a very much lower level than other fats proportionately, it seems to us that we can confidently expect higher prices during the summer months. We quote to-day as follows: Prime summer yellow cottonseed oil, spot, \$5.84; May, \$5.82; June, \$5.86; July, \$5.95; August, \$6.04; September, \$6.13; October, \$6.05; November, \$5.68. We further quote: Prime winter yellow cottonseed oil, 6c.; prime summer white cottonseed oil, \$6.10; good off summer yellow, \$5.70; off summer yellow cottonseed oil, \$5.70. Hull quotation of English cottonseed oil, 24s.

### "SCIENTIFIC" AT THE CONVENTION.

The Foos Manufacturing Company, of Springfield, Ohio, will have an elaborate exhibit of "Scientific" cotton oil mill machinery and equipment at the convention of the Inter State Cotton Seed Crushers at Memphis during the coming week. Secretary W. E. Copenhaver of the company will have personal charge of affairs. A large floor space in the exhibition hall has been taken and each of the "Scientific" machines will be operated by a separate electric motor. The exhibit will include hulling and separating machinery, etc.

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Boreas, Prime Winter Yellow  
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### COTTONSEED OIL EXPORTS

Exports of cottonseed oil reported up to May 12, 1909, and for the period since Sept. 1, 1908, and for the same period of 1907-8 were as follows:

From New York.		Since Sept. 1, 1908.	Same Period 1907-8.
Port.	For Week. Lols.	Bbls.	Bbls.
Alesund, Norway	—	125	155
Aberdeen, Scotland	—	62	21
Acapulco, Mexico	—	16	—
Alexandria, Egypt	—	2,570	8,652
Algiers, Algeria	—	5,901	6,905
Algoa Bay, Cape Colony	—	232	55
Amnapola, Honduras	—	32	—
Amsterdam, Holland	—	50	—
Antona, Italy	—	3,715	—
Antigua, West Indies	—	51	36
Antofagasta, Chile	—	—	143
Antwerp, Belgium	—	2,425	5,433
Asuncion, Venezuela	—	16	7
Auckland, New Zealand	—	138	306
Azuay, W. I.	—	102	—
Bahia, Brazil	—	—	93
Barbados, West Indies	31	811	1,084
Barl, Italy	—	175	—
Beirut, Syria	—	351	163
Belfast, Ireland	—	95	125
Bellise, Br. Honduras	—	124	—
Bergen, Norway	—	575	740
Biscaglio, Italy	—	75	—
Bissau, Portuguese Guinea	—	5	5
Bone, Algeria	—	—	1,050
Bordeaux, France	245	2,856	4,381
Bralla, Roumania	—	856	73
Bremen, Germany	—	405	924
Bremerhaven, Germany	—	—	50
Bridgetown, West Indies	—	60	—
Brisbane, Australia	—	10	—
Bristol, England	—	75	135
Buenos Ayres, Argentine Rep.	—	8,102	5,627
Bukharest, Roumania	—	125	80
Calbarien, Cuba	—	437	11
Cairo, Egypt	—	13	68
Callao, Peru	—	236	4
Calcutta, India	—	1,072	1,538
Cape Town, Cape Colony	—	6	11
Cardenas, Cuba	—	35	—
Cardiff, Wales	—	7	—
Cartagena, Colombia	—	—	—
Carupano, Venezuela	—	348	367
Cayenne, French Guiana	4	—	113
Celba, Honduras	—	1,202	2,235
Christiania, Norway	—	105	175
Christiansand, Norway	—	395	91
Cienfuegos, Cuba	—	109	204
Ciudad Bolivar, Venezuela	—	14	835
Colon, Panama	—	—	5
Conakry, Africa	—	27,580	6,459
Constantinople, Turkey	—	1,709	951
Copenhagen, Denmark	—	60	91
Cork, Ireland	—	—	130
Cristobal, Panama	—	—	118
Curacao, Leeward Islands	—	14	24
Dakar, W. Africa	—	—	20
Dantzig, Germany	—	300	1,275
Dedegatch, Turkey	—	1,723	75
Delagoa Bay, East Africa	—	163	119
Demerara, British Guiana	20	1,899	1,734
Drontheim, Norway	—	275	125
Dublin, Ireland	—	2,217	700
Dundee, Scotland	—	25	100
Dunedin, New Zealand	—	14	—
Dunkirk, France	—	190	1,810
East London, Cape Colony	—	184	—
Fiume, Austria	—	225	50
Fort de France, West Indies	—	—	821
Frederickshald, Norway	—	—	55
Freemantle, Australia	—	—	23
Galata, Roumania	—	6,381	3,061
Genoa, Italy	598	41,817	11,360
Georgetown, British Guiana	—	10	252
Gibara, Cuba	—	7	20
Gibraltar, Spain	—	360	250
Glasgow, Scotland	—	3,285	12,473
Gothenburg, Sweden	—	600	299
Grenada, West Indies	—	11	51
Guadeloupe, West Indies	—	1,900	3,469

Guantanamo, Cuba	—	127	20
Halifax, Nova Scotia	—	24	—
Hamburg, Germany	—	10,927	8,989
Hango, Russia	—	20	—
Havana, Cuba	10	1,554	817
Havre, France	150	11,052	26,477
Helsingfors, Finland	—	20	40
Hull, England	—	355	150
Inagua, West Indies	—	7	18
Jamaica, W. I.	—	—	10
Kalmar, Sweden	—	—	55
Kavala, Turkey	—	200	—
Kingston, West Indies	12	2,468	6,195
Kobe, Japan	—	25	—
Koenigsberg, Germany	—	50	100
Kustendji, Roumania	—	6,290	935
Lagos, Portugal	—	10	—
La Guaira, Venezuela	—	226	322
La Libertad, Salvador	—	5	—
Leghorn, Italy	955	16,280	1,673
Leith, Scotland	—	—	125
Liverpool, England	—	5,656	6,443
London, England	50	7,095	9,568
Macoris, San Domingo	—	405	639
Madras, India	—	5	—
Malmö, Sweden	—	155	290
Malta, Island of	125	2,253	2,336
Manchester, England	—	1,420	1,688
Manzanillo, Cuba	17	68	20
Maracaibo, Venezuela	12	215	22
Maranhão, Brazil	—	—	6
Marseilles, France	—	36,611	127,832
Martinique, West Indies	334	5,083	1,459
Massawa, Eritrea	—	56	151
Matanzas, West Indies	—	70	5
Mauritius, Island of	—	24	—
Melbourne, Australia	—	244	527
Mesaina, Sicily	—	30	47
Mollendo, Peru	—	—	8
Monrovia, Liberia	—	14	—
Monte Cristi, San Dom.	141	206	—
Montego Bay, West Indies	—	—	6
Montevideo, Uruguay	—	4,755	3,154
Nantes, France	—	—	100
Naples, Italy	250	6,538	560
Newcastle, England	—	25	250
Nuevitas, Cuba	—	72	25
Oran, Algeria	—	1,001	2,598
Palermo, Sicily	—	940	—
Panama, Panama	—	56	103
Panderma, Asia	—	118	—
Para, Brazil	—	—	77
Paramaribo, Dutch Guiana	—	—	40
Paranaguá, Brazil	—	28	—
Patras, Greece	—	200	—
Pernambuco, Brazil	—	953	—
Phillippeville, Algeria	—	150	265
Piraeus, Greece	—	100	20
Pointe à Pitre, West Indies	—	249	53
Port Antonio, Jamaica	—	4	57
Port au Prince, West Indies	5	149	67
Port Barrios, C. A.	—	72	—
Port Cabello, Venezuela	—	124	28
Port de Paix, Haiti	—	—	6
Port Elisabeth, Cape Colony	—	—	55
Port Limon, Costa Rica	10	283	208
Port Natal, Cape Colony	—	66	863
Port of Spain, West Indies	—	20	—
Port Said, Egypt	—	616	132
Preveza, Turkey	—	25	—
Progreso, Mexico	—	128	273
Puerto Plata, San Dom.	—	645	2,106
Ravenna, Italy	—	4,700	1,800
Rio Grande do Sul, Brazil	—	—	76
Rio Janeiro, Brazil	76	3,635	6,245
Rosario, Argentine Republic	—	122	882
Rotterdam, Holland	425	29,945	36,907
St. Croix, W. I.	—	—	5
St. Johns, N. F.	—	72	125
St. Kitts, West Indies	—	263	159
St. Lucia, West Indies	—	128	194
St. Martins, West Indies	—	195	191
St. Thomas, West Indies	—	32	7
Salonica, Turkey	—	5,122	1,003
Samana, San Domingo	—	156	10
Sánchez, San Domingo	—	165	455
San Domingo City, San Dom.	—	551	1,813
San Jose, C. R.	—	17	3
Santiago, Cuba	—	491	216
Santos, Brazil	—	100	1,580
Savannah, Colombia	—	4	4
Sekondi, W. Africa	—	—	20
Sfax, Tunisia	—	47	—
Smyrna, Turkey	—	970	70
Sousa, Tunisia	—	450	—
Southampton, England	—	640	1,260
Stavanger, Norway	—	—	440
Stettin, Germany	—	2,575	2,624
Stockholm, Sweden	—	50	299
Surinam, Dutch Guiana	—	8	—
Sydney, Australia	10	37	129
Syracuse, Sicily	—	100	—
Tampico, Mexico	—	50	—
Tonsberg, Norway	—	—	225
Trebizond, Armenia	—	—	357
Trieste, Austria	—	10,811	6,845
Trinidad, Island of	—	282	510
Tunis, Algeria	—	2,105	—
Valletta, Maltese Island	—	430	453
Valparaiso, Chile	162	2,967	696
Vera Cruz, Mexico	—	57,024	12,057
Victoria, Brazil	40	671	315
Wellington, New Zealand	—	109	53
Yokohama, Japan	—	18	103
<b>Total</b>	<b>3,715</b>	<b>375,859</b>	<b>368,337</b>

### From New Orleans.

Antwerp, Belgium	—	9,031	7,141
Belfast, Ireland	—	905	3,375
Bordeaux, France	—	245	—
Bremen, Germany	—	6,260	1,900
Christiania, Norway	—	3,317	—
Colon, Panama	—	219	5
Copenhagen, Denmark	—	4,760	9,350
Dublin, Ireland	—	65	280
Genoa, Italy	—	800	3,735
Glasgow, Scotland	—	2,879	1,630
Gothenburg, Sweden	—	417	—
Hamburg, Germany	560	40,911	29,526
Havana, Cuba	—	2,205	3,188
Havre, France	—	5,000	3,037
Liverpool, England	1,025	16,427	18,423
London, England	—	15,528	12,530
Manchester, England	—	4,680	1,530
Marseilles, France	—	24,166	16,060

**SCIENTIFIC**

**OIL MILL**

**MACHINERY**

SEND FOR CATALOGUE

**THE FOOS MFG. CO.**

ESTABLISHED 1878

SPRINGFIELD, OHIO, U.S.A.

Naples, Italy .....	—	500	—
Newcastle, England .....	—	—	200
Odessa, Russia .....	—	50	—
Rotterdam, Holland .....	5,000	81,529	77,330
Santiago, Cuba .....	—	50	—
Stavanger, Norway .....	—	296	—
Tampico, Mexico .....	—	—	813
Trieste, Austria .....	—	6,570	450
Tripoli, Africa .....	—	—	1,733
Venice, Italy .....	—	—	190
Vera Cruz, Mexico .....	—	689	1,393

Total ..... 6,585 228,164 193,819

#### From Galveston.

Antwerp, Belgium .....	—	1,015	750
Bremen, Germany .....	—	494	—
Christiania, Norway .....	—	50	—
Genoa, Italy .....	—	1,254	—
Glasgow, Scotland .....	—	26	600
Hamburg, Germany .....	—	3,784	1,000
Liverpool, England .....	—	76	—
London, England .....	—	—	1,020
Marseilles, France .....	—	—	1,100
Rotterdam, Holland .....	200	21,499	15,786
Tampico, Mexico .....	—	—	60
Vera Cruz, Mexico .....	—	5,993	6,627

Total ..... 200 33,191 26,943

#### From Baltimore.

Antwerp, Belgium .....	—	200	300
Bremen, Germany .....	—	—	300
Bremerhaven, Germany .....	—	—	100
Copenhagen, Denmark .....	—	—	100
Dublin, Ireland .....	—	300	—
Glasgow, Scotland .....	—	—	275
Hamburg, Germany .....	—	985	575
Havre, France .....	—	355	1,730
Liverpool, England .....	—	—	100
Rotterdam, Holland .....	—	400	3,630

Total ..... 2,240 7,110

#### From Philadelphia.

Christiania, Norway .....	—	52	—
Copenhagen, Denmark .....	—	208	300
Hamburg, Germany .....	—	104	730
Liverpool, England .....	—	—	51
Rotterdam, Holland .....	—	604	—

Total ..... 968 1,081

#### From Savannah.

Alesund, Norway .....	—	—	27
Algiers, Algeria .....	—	314	—
Antwerp, Belgium .....	—	102	—
Bergen, Norway .....	—	—	268
Bremen, Germany .....	—	620	108
Christiania, Norway .....	705	705	2,321
Christiansand, Norway .....	—	—	104
Copenhagen, Denmark .....	—	—	266
Drontheim, Norway .....	—	—	106
Genoa, Italy .....	—	6,527	735
Gothenburg, Sweden .....	—	205	1,271
Hamburg, Germany .....	—	3,989	3,960
Havre, France .....	178	6,022	9,310
Kalmar, Sweden .....	—	—	59
Leghorn, Italy .....	—	1,480	—
Liverpool, England .....	—	—	525
London, England .....	—	52	—
Malmö, Sweden .....	—	—	323
Malta, Island of .....	—	229	—
Manchester, England .....	—	24	—
Marseilles, France .....	—	1,949	—
Naples, Italy .....	—	1,438	—
Oran, Algeria .....	—	126	—
Rotterdam, Holland .....	3,973	26,634	35,662
Stavanger, Norway .....	—	267	253
Stettin, Germany .....	—	461	—
Stockholm, Sweden .....	—	—	107
Tonsberg, Norway .....	—	—	163
Trieste, Austria .....	—	261	450
Venice, Italy .....	—	1,328	574

Total ..... 4,856 52,773 56,392

#### From Newport News.

Glasgow, Scotland .....	—	1,750	—
Hamburg, Germany .....	—	253	—
Liverpool, England .....	—	6,300	100
London, England .....	—	1,000	25
Rotterdam, Holland .....	—	1,650	137

Total ..... 10,950 262

#### From Norfolk, Va.

Glasgow, Scotland .....	—	1,275	—
Hamburg, Germany .....	—	230	—
Liverpool, England .....	—	875	—
London, England .....	—	400	—
Rotterdam, Holland .....	—	2,825	—

Total ..... 5,950

#### From All Other Ports.

Canada .....	114	17,773	14,522
Liverpool, England .....	—	20	—
Mexico (including overland) ..	219	80,329	57,737
Rotterdam, Holland .....	—	2,825	—

Total ..... 333 101,169 72,279

#### Recapitulation.

From New York .....	3,715	375,839	368,337
From New Orleans .....	—	6,585	228,164
From Galveston .....	200	33,191	26,943
From Baltimore .....	—	2,240	7,110
From Philadelphia .....	—	968	1,081
From Savannah .....	4,856	52,773	56,392
From Newport News .....	—	10,950	262
From Norfolk .....	—	5,950	—
From all other ports .....	333	101,169	72,279

Total ..... 15,689 811,264 726,223

## SOUTHERN MARKETS

### Atlanta.

(Special Wire to The National Provisioner.)

Atlanta, Ga., May 13.—Crude cottonseed oil strong at 35c.; stocks now very light. Meal nominal. Hulls \$6, Atlanta, loose.

### Memphis.

(Special Wire to The National Provisioner.)

Memphis, Tenn., May 13.—Cottonseed oil market strong; prime crude, 35¼ to 36 cents. Prime eight per cent. meal in limited supply at \$27.50 to \$28. Hulls scarce at \$6.25 to \$6.50 loose.

### New Orleans.

(Special Wire to The National Provisioner.)

New Orleans, La., May 13.—More inquiry for prime crude oil at 35c. asked, 34¼c. bid; stocks light; the after-planting crush is smaller than for years. Meal firm at \$30, short ton, New Orleans; nothing available for export. Hulls steady at \$8.25, loose, delivered here.

### Dallas.

(Special Wire to The National Provisioner.)

Dallas, Texas, May 13.—Mark for cottonseed oil nominally \$4.53 1/3; and \$29 f. o. b. Galveston, for choice lube cake. No trading.

## CABLE MARKETS

### Rotterdam.

(By Cable to The National Provisioner.)

Rotterdam, May 14.—Market stronger. Sales of butter oil at 36 florins; white oil, 35 florins; pure summer yellow, 33¼ florins; off oil, 32¼ florins.

### Antwerp.

(By Cable to The National Provisioner.)

Antwerp, May 14.—Cotton oil market dull at 67 francs for off oil.

### Marseilles.

(By Cable to The National Provisioner.)

Marseilles, May 14.—Market firmer; stocks diminishing. Quote pure summer yellow, 68 francs; winter oil, 72 francs.

### Hamburg.

(By Cable to The National Provisioner.)

Hamburg, May 14.—Market firm with good demand. Sales off oil, 55 marks; pure summer yellow, 56 marks; butter oil and white oil, 58 marks.

### Liverpool.

(By Cable to The National Provisioner.)

Liverpool, May 14.—Market steady. Sales of pure summer yellow, 27¼s.; off summer yellow, 26½s.; white and butter oil, 30s.

## OIL SUPPLIES AT MARSEILLES.

Consul-General Horace Lee Washington, of Marseilles, reports that unofficial figures from a conservative and well-informed oil merchant place the supplies of edible oil for the season at that French port at the following amounts:

The estimated quantity is 1,020,000 metric tons (2,204.6 pounds each) of oils, divided as follows: Olive, 330,000; ground nut, 67,000; sesame, 88,000; cotton seed (American), 535,000. There is thus a deficit in the supplies for 1908-9 of 155,000 tons of oil, equal to about 860,000 barrels of 180 kilos (396.83 pounds) each.

In all consideration of the oil question at this time it must be borne in mind that the disaster to the general olive crop (this does not apply to the crop in Provence) has been even greater than was anticipated, and conservative business men do not believe that the enormous shortage has as yet been fully realized or its sure effects appreciated by the

trade. This will be borne in mind when the present supplies begin to diminish.

The shortage has naturally created a demand for substitutes, and this has affected the demand not only for sesame and ground-nut oils, but in a marked degree for the American cottonseed oil. A usually well-informed French dealer estimates that the probable total exports of American cottonseed oil to all countries will amount to 1,150,000 barrels, as against 750,000 barrels in 1907-8. It is reported here that the American cottonseed oil, ground-nut and sesame crops are in excess of the previous season, and that this will relieve the situation. A recognized expert has expressed the following opinion:

"The situation which confronts the consumer of oil is indeed extraordinary and embarrassing. In 1907-8, notwithstanding the American panic and its effect upon trade throughout Europe, the 1,175,000 tons of the four named edible oils were consumed; and now, in 1908-9, with an increased consumption consequent on the revival of trade, the world is face to face with a deficit of 155,000 tons of oil, whereas an excess of like amount would not be burdensome. This deficit, however, would cause less inconvenience if the copra production approached nearly that of 1908; but the supplies of this commodity promise to be relatively small in 1909 and will not, it is estimated, exceed 220,000 tons. In ordinary times, when the supplies of other oils are ample to meet the requirements of trade, about 25 per cent. of the copra oil produced is used for edible purposes and 75 per cent. for the soap industry. The 220,000 tons of copra will yield, at 60 per cent., 132,000 tons of oil, and if it were possible to use the whole quantity for edible purposes it would not be sufficient to make good the deficit to which reference has been made.

The arrivals of oil seeds and cottonseed oil at Marseilles during the years 1907 and 1908 were as follows for the years named, the highest and lowest prices for 1908 being indicated:

OIL SEEDS:	1908.	1907.	Prices, 1908.—	
Sesame:	Tons.	Tons.	Highest.	Lowest.
Levant .....	324	3,846	\$10.61	\$7.38
India—				
Coromandel .....	318	5,350	7.98	7.28
Kutchi .....	333	2,097	8.30	6.63
Bombay .....	16,619	52,825	8.92	6.03
Cawnpore .....	—	284	—	—
China .....	21,518	2,616	9.00	6.26
Bassorah .....	732	346	7.77	6.26
Africa .....	1,405	1,472	8.30	6.65
Total sesame .....	41,749	88,536	—	—
Peanuts:				
Shelled .....	85,653	113,219	8.10	5.54
Unshelled .....	102,188	123,304	6.26	4.05
Linseed .....	17,085	21,202	6.03	5.02
Colza and rape .....	2,202	5,082	6.56	6.56
Cotton .....	14,497	15,884	—	—
Poppy .....	2,334	4,106	7.77	6.94
Castor .....	18,111	16,370	5.07	4.05
Pulghery .....	709	520	4.05	3.96
Niger and Kapok .....	3,701	6,351	3.08	2.82
Concrete grains:				
Copra .....	163,909	109,744	8.77	7.23
Palm kernels .....	1,675	4,412	6.12	5.59
Mowrah, Illipe, and others .....	11,146	12,761	4.44	3.86
Total oil seeds .....	465,049	501,811	—	—

		Average price, 1908.	
COTTONSEED	1908.	1907.	
OIL:	Tons.	Tons.	
American .....	24,086	15,005	\$13.77
English .....	2,756	7,092	11.88½
Other .....	43	178	—
Total .....	26,885	22,385	—

The total importations of oil seeds at Marseille during the first two months of 1909 amounted to 94,782 tons, against 88,274 tons in the same period of 1908. Sesame seed imports advanced from 9,583 to 13,075 tons, shelled peanuts from 12,856 to 17,904 tons, unshelled peanuts from 19,503 to 23,340 tons, cottonseed from 5,291 to 5,419 tons, and poppy seed from nothing in the 1908 period to 170 tons in 1909, while linseed decreased from 2,187 to 1,613 tons, colza seed from 146 to 100 tons, castor seed from 1,880 to 1,335 tons. The receipts of copra dropped from 32,431 to 28,156 tons, mowrah seeds from 1,943 to 722 tons, while palm kernels advanced from 114 to 532 tons.



## ALABAMA CRUSHERS IN SUCCESSFUL MEETING

The third annual convention of the Alabama Cotton Seed Crushers' Association was held on Wednesday, Thursday and Friday of last week at Mobile, Ala. More than seventy mills were represented and the session was a thoroughly interesting and enjoyable occasion. President E. B. Nuzum, of Tuscaloosa, presided and the programme included addresses by Dr. A. M. Soule, president of the Georgia Agricultural College; Commissioner of Agriculture Wilkinson of Alabama, E. T. George, of the Seaboard Refining Company, New Orleans; S. J. Cassells, of Montgomery; H. P. Schuck, a nitrate expert lately returned from Peru and Chile, and others.

The association petitioned the Inter State Association to establish an official arbitration committee at Montgomery, and Montgomery was selected as the permanent headquarters

of the Alabama association. It was resolved to invite the Inter State Association to meet at Mobile in 1910. It was also resolved to nominate J. M. Kyser, of Huntsville, as the Alabama candidate for vice-president of the Inter State Association.

The following officers were elected for the ensuing year: Erister Ashcraft, Florence, president; George H. Craig, Jr., Selma, vice-president; C. E. McCord, Prattville, secretary-treasurer. Following upon the presentation of a beautiful umbrella to President Nuzum by W. W. Campbell, of Tuskegee, on behalf of the association, the convention adjourned sine die.

(This report was telegraphed to The National Provisioner for last week's issue, but owing to the blunder of the telegraph company was sent to Chicago and was not received at the publication office until too late for use.)

## PROGRAMME FOR THE CRUSHERS' CONVENTION

The formal programme for the 13th annual convention of the Inter State Cotton Seed Crushers' Association, which meets at Memphis on Tuesday, Wednesday and Thursday of the coming week, has not been fully completed, but enough is known to assure a splendid educational treat. The indications point to a very large attendance, and the Memphis committees are providing lavish entertainment for the visitors. A big industrial display will be a feature of the meeting. The programme, so far as completed, includes the following addresses:

Mr. Edwin Lehman Johnson, Memphis: "Sampling and Analyzing Meal and Cake."

Mr. E. R. Barrow, Memphis: "The Fixed Basis of Moisture for reporting Analytical Results."

Dr. G. S. Fraps, Ph. D., State Chemist of Texas, College Station, Texas: "Estimation of Cottonseed Hulls in Cottonseed Meal."

Dr. Felix Paquin, Galveston, Texas: "The

Valuation of Cottonseed Products, with Special Reference to Moisture in Meal and Cake."

Mr. Wm. R. Meadows, Director, Mississippi Textile School, A. & M. College of Mississippi, Starkville, Miss.: "Some Suggestions on the Utilization of Linters."

Dr. A. M. Soule, Georgia College of Agriculture and Mechanic Arts: "Cottonseed Meal in Its Relation to Animal Industries of the South."

Mr. F. A. Southwick, St. Louis, Mo.: "Oleomargarine."

Mr. E. M. Dallis, Atlanta, Ga.: "Some Publicity Suggestions."

Mr. J. J. Culbertson, Paris, Texas: "Why a Tariff Commission?"

Mr. Jo. W. Allison, Ennis, Texas: "A Word About Press Cloth and the Tariff, with a Possible Remedy."

Mr. George O. Haskell, vice-president Fidelity Cotton Oil and Fertilizer Co., Houston, Tex.: "Moisture in Cottonseed Meal as Affecting Settlement on the Basis of Analysis."

Mr. R. L. Bennett, cotton expert, U. S. Department of Agriculture: "The Importance of Selection in Planting Cotton seed."

## SPECIAL AGENT BRODE MAKES HIS FIRST REPORT

Special Agent Julien L. Brode of the Bureau of Manufactures, who is abroad to investigate foreign markets for cottonseed products, has submitted his first report to Chief Carson at Washington. Mr. Brode was to make Turkey his first important point of call, but owing to disturbed political conditions there he has delayed his visit to that country. His first report, therefore, deals with general trade conditions in Morocco. After describing general conditions in that country and the requirements of the inhabitants, who are largely Mohammedans, he says:

The people eat no hog fat, and in cooking make liberal use of vegetable oils. The most popular of these is olive oil, the best grade of which commands a high price. The lower grades are selling at higher prices than are obtained for cottonseed oil. They have a strong flavor, to remove which, when cooking with them, the Moors use some article such as a piece of a potato.

The samples of cottonseed oil shown the writer were off summer yellow, fully 1 per cent. off prime, but looked fine in comparison with the lower grades of olive oil. The dealers heat the cottonseed oil to clear and make it more liquid. The large dealers say that some of the Moorish shopkeepers are familiar with cottonseed oil, but most of it goes to the consumers under some other name, or is mixed with olive oil. They further say that the Moor is so conservative

it is difficult to get him to buy anything new and that to get him to use cottonseed oil, as such, he must gradually be educated to it.

However, cottonseed oil seems to be taking hold in Tangier. Those dealers whom the writer saw handled a total of about 2,400 barrels last year. This year, on account of the poor olive crop, they anticipate handling more. The olive crop cannot be depended upon to supply the needs, and it is therefore necessary to import other edible oils. Nearly all of the cottonseed oil sold here comes from England and France, England supplying most of it. This is mainly due to the fact that the United States has no direct steamship connection with Tangier.

Among people who are confined to the use of vegetable oils, cottonseed oil could be successfully exploited. It is better and cheaper than much of the oil they are using, and it is a question of educating them to take hold of cottonseed oil under its own name.

### OIL MILL EQUIPMENT.

Want to get second-hand machinery or equipment for cottonseed oil mill or refinery at a bargain? Keep your eye on the "For Sale" page. It's page 52 this week.

## COTTONSEED PRODUCTS RECORD YEAR

The season which is now nearing its close has been a record one in the cottonseed products industry. A review of its market features, written by The National Provisioner's market expert, will be found on page 21 of this issue.

## YEAR IN COTTONSEED PRODUCTS.

(Concluded from page 21.)

It has been fortunate this season that the cotton oil production was of the large order implied, in view of reduced supplies of some other fats, notwithstanding abundant supplies of some leading foreign fats. The probabilities are that the hog fat supply will not gain materially this side of the fall months and that the cottonseed fat will be liberally substituted.

There is no prospect of the corn supplies being fed to hogs more freely than they have been, and the lard fat, in comparison, is likely to be moderately produced. Corn prices are likely to rule high under increased consumption of the grain through high prices of wheat; the farmer would not care to feed the corn freely with its superior quality and favorable direct market prices for it, despite the fairly satisfactory market prices for hogs.

It had been held in many trade directions in the fall and winter months that because of the large corn crop there would be heavy-weight hogs marketed and abundant lard supplies. It did not so appear to us and our reviews of market situations proceeded upon the deduction of well-supported and high market prices for corn and poor hog feeding, with consequent steady and marked loss of lard productions. But we did not look for high lard prices because of modified production of the fat, but expected that the tame business situation would counteract the effect of the less than usual lard production.

The developments have justified this calculation. It has seemed a poor year—in view of the attitude of European and home markets in buying for near needs rather than anticipating wants—to expect that ordinary factors would work as they usually do upon market situations. Therefore the taking of bearish or bullish views concerning market prices was of more risk than ordinarily.

It will be noted that the exports of cotton oil so far this season slightly exceed 800,000 barrels and that close to 300,000 barrels more will have to be shipped in the next four months to make up the season's outward movement. It had been our contention in the recent several weeks period of dullness to foreign demands that it was probable the foreign buying interest would be enhanced about this time and more especially in June, especially if new cotton crop prospects were not of a decidedly satisfactory order.

The basis for the belief of an enlarged movement of cotton oil to foreign markets in the summer months was the likelihood of less pressure of foreign competing oils upon the Continental markets, and consequent requirements for cotton oil. Moreover, England would probably become a buyer in order to make up deficiencies of its home supply, as England had been promptly distributing its own productions to Continental and its home markets. England has had larger use of cotton oil this season at its home markets because of its own materially increased makes of manufactured products in competition with importations from other countries. Besides, England has had relatively cheap selling values of the manufactured products against those of hog fat and dairy products, because of relatively low-priced oils outside of the cost of oleo oil.

# Chicago Section

He is anything but a good barber who cuts an acquaintance.

Meanwhile Speaker Cannon cools his blisters in Aldrich's ample shadow.

How it tickles a man's vanity when he is asked to settle a disputed point.

While we all have much respect for old age, we draw the line at boarding house spring chicken.

If the one o'clock lid stays on, the late drinkers may have to shock their systems by beginning earlier.

The difference between a cook and a chef is that the latter can fix up things to eat so that you can't tell what they are.

After the foolish virgin has figured in an elopement she usually takes a course of instruction in the art of illumination.

Can't two or three packers go abroad for a rest without having it said they have gone outside the country to hatch up a "combination?" Europe ought to be big enough for them to keep away from each other.

"Seems to me I have heard of you before," said President Taft the other day when he was introduced to Judge Humphrey. And then, since Bwana Tumbo was far away in the jungle, he indulged in a broad smile.

Colonel "Bill" Skinner has again been appointed general manager of the National Live Stock Exposition at Denver. Better look out, Barney, or Colonel "Bill" will capture first place! That Colorado air is highly intoxicating.

That Jersey genius who proposed to start a skunk farm to rival his neighbor's rendering establishment could get a job on a certain Chicago newspaper any time he needed work—provided he brought his farm along as a part of the equipment.

It was reported from Africa the other day that Bwana Tumbo had caught a What Is It alive, with his own hands. Investigation

proved that it was only "Jimmie" Reynolds escaped from New York's East Side and wandering in the jungle looking for new smells.

Shoe men fear that the packers will go into the shoe business if we do not get free hides. They will, in time, anyway. The packer of the future will dump the steer into a hopper and have various chutes out of which will come beefsteaks, glue, buttons, shoes and many other articles of luxury and necessity.

Edward C. Murphy, for thirty years engaged in the livestock trade at Chicago, died at his home in Chicago Saturday. Death was caused by a ruptured blood vessel. Mr. Murphy was in good health until a short time ago and was at the Yards early last week. He was 54 years of age, and was born in McHenry County, Illinois. He came to the Stock Yards thirty years ago, and for fourteen years was weigh master in Division C, and for the past sixteen years was a speculator in the hog trade.

The latest addition to the spring crop of Indiana fiction is entitled "Early to Bed and Early to Rise; or Twenty Years in Hell With the Beef Trust." For exciting reading it is said to surpass the efforts of the late lamented Uptown Sinkers, and is guaranteed to make every reader a confirmed vegetarian after the third chapter. The only fault to be found with the work is that the adjectives are a little the worse for wear, which is natural in view of the violent treatment of the dictionary by this author's predecessors.

One of the distinguished visitors to Packingtown last week was Count Johann von

Bernstorff, the German Ambassador to the United States. He was accompanied by his attache, Mr. Kaumans, and was the guest of General Superintendent L. Kirscheimer of the Schwarschild & Sulzberger Company, who had come on from New York for a few days. Mr. Kirscheimer showed the Ambassador over the entire S. & S. plant, and the Count expressed himself as surprised and pleased at the perfection of American packinghouse methods as exemplified in this model plant.

The railroads are so anxious to increase the productiveness of the farmers' soil that they have agreed to establish a rate of one-half cent per mile on pulverized limestone, a new fertilizing substance, which it is claimed will take the acid out of the soil and make it possible to grow from 50 to 100 per cent. more wheat per acre. The rate has been made at the request of the State Agricultural College. The new fertilizer is produced at the Chester (Ill.) penitentiary, and is sold to the farmers slightly above cost. This sort of convict competition will be very agreeable to the fertilizer trade!

## FOR MUNICIPAL SLAUGHTERHOUSE.

The latest city to agitate the question of a municipal abattoir for those butchers who do their own killing on a small scale is Raleigh, N. C. It is said conditions in this class of trade are decidedly in need of improvement, and a movement is on foot to establish a city abattoir at which all establishments not having government inspection shall be compelled to kill their stock.

Watch the "Wanted" page for business chances.

**D. I. DAVIS & CO.**  
Successors  
WILDER & DAVIS,  
**PACKINGHOUSE ARCHITECTS**  
CHICAGO, ILL.

**The Thomore Mfg. Co.**  
226 E. Lake Street, CHICAGO, ILL.  
Manufacturers of all kinds of  
**Frocks, Luggers and Uniforms**  
**FOR PACKERS and BUTCHERS**  
W. B. THOMAS, President

## SKEWERS

(Maple and Hickory)

## WAX PAPER

(Packers' Manila, 35 lbs. Basis)

## LARD TUBS AND PAILS

(Oak Grained and Hardwood)

## Butchers' Frocks and Aprons

(Made of best grade Material)

## CORDAGE

(Hide Rope, Ham String, Sail Twine, Flat and Tubular Braid, in colors, Seine Twine, Burlap, Cotton Duck, Press Cloth, Lath Yarn.)

## BUNGS, PLUGS AND VENTS

(Compressed Poplar)

## TRIPE AND PIGS' FEET PACKAGES

(Made of second growth New England Pine)

## Pork Barrels, Lard Tierces OIL BARRELS

## Hide and Capping Salt

(Mined in Louisiana)

## FULLERS' EARTH

("Standard brand," the best on the market)

## BUTTER TUBS

(Ash and Spruce)

**SPECIAL NOTICE:** This Company maintains large Warehouses at Chicago and Kansas City, and is equipped to take care of any sized orders received.

We make a specialty of shipping assorted cars of any or all the above items.

With our **Direct Mill Connections** we are in position to handle **Carload Orders** for **Direct Mill Shipment** at extremely **Low Prices**.

OUR MOTTO: No order too large for our capacity or too small for our careful consideration.

## FRED K. HIGBIE COMPANY, Inc.

RAILWAY EXCHANGE BLDG., CHICAGO, ILL.

Members American Meat Packers' Association.



**411 Postal Telegraph Bldg.  
CHICAGO.**

## CHICAGO LIVE STOCK

## RECEIPTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 3.....	19,054	904	41,897	11,435
Tuesday, May 4.....	2,603	6,177	9,738	10,412
Wednesday, May 5.....	17,366	2,945	25,747	10,322
Thursday, May 6.....	6,236	2,705	16,950	10,238
Friday, May 7.....	1,405	609	14,833	4,280
Saturday, May 8.....	161	23	10,921	535
Total last week.....	46,905	13,543	120,086	47,222
Previous week.....	45,678	10,204	132,366	63,459
Cor. week 1908.....	49,300	14,043	167,355	65,387
Cor. week 1907.....	53,392	15,887	127,207	57,091

## SHIPMENTS.

	Cattle.	Calves.	Hogs.	Sheep.
Monday, May 3.....	7,223	66	11,698	1,173
Tuesday, May 4.....	1,351	287	1,217	1,732
Wednesday, May 5.....	5,448	44	4,252	875
Thursday, May 6.....	3,230	18	4,354	864
Friday, May 7.....	2,300	50	4,659	512
Saturday, May 8.....	221	.....	3,520	441
Total last week.....	19,733	435	29,700	5,297
Previous week.....	20,079	624	37,180	10,478
Cor. week 1908.....	21,717	272	48,097	19,594
Cor. week 1907.....	25,542	276	50,961	10,569

## CHICAGO TOTAL RECEIPTS LIVE STOCK.

	Cattle.	Hogs.	Sheep.
Year to May 8, 1909.....	947,929	141,302	2,860,626
Same period, 1908.....	1,079,077	164,395	3,379,512

## Combined receipts of hogs at eleven points:

Week ending May 8, 1909.....	452,000
Week previous.....	460,000
Year ago.....	534,000
Two years ago.....	465,000
Year to May 8, 1909.....	9,654,000
Same period, 1908.....	11,383,000

## Receipts at six points (Chicago, Kansas City, Omaha, St. Louis, St. Joseph, Sioux City), as follows:

	Cattle.	Hogs.	Sheep.
Week to May 8, 1909.....	129,800	346,500	103,700
Week ago.....	115,200	305,600	148,400
Year ago.....	131,500	436,700	156,500
Two years ago.....	133,000	338,000	142,700

## CHICAGO PACKERS' HOG SLAUGHTER.

Week ending May 8:	
Armour & Co.....	22,200
Swift & Co.....	15,500
S. & S. Co.....	10,400
Morris & Co.....	8,200
Anglo-American.....	5,300
Boyd & Lunham.....	3,600
Hammond.....	7,000
Western P. Co.....	4,800
Boore & Co.....	4,300
Roberts & Oake.....	1,600
Others.....	8,300
Total.....	91,200
Week ago.....	96,800
Year ago.....	122,700
Two years ago.....	113,900
Year to May 8, 1909.....	2,060,200
Same period, 1908.....	2,547,900

## WEEKLY AVERAGE PRICE OF LIVESTOCK.

	Cattle.	Hogs.	Sheep.	Lambs.
Week May 8, 1909.....	\$6.40	\$7.26	\$6.05	\$8.35
Previous week.....	6.10	7.25	5.55	7.85
Year ago.....	6.55	5.61	5.10	7.15
Two years ago.....	5.60	6.46	5.75	8.00
Three years ago.....	5.10	6.43	5.50	6.70

## CATTLE.

Good to choice steers.....	\$6.20@7.20
Medium to good steers.....	5.50@6.20
Common to fair steers.....	4.25@5.50
Native yearlings.....	5.25@6.75
Plain to fancy cows.....	3.60@5.85
Plain to fancy heifers.....	4.50@6.40
Common to choice stockers.....	2.50@4.75
Common to choice feeders.....	3.75@5.50
Good cutting to fair beef cows.....	2.40@4.00
Canners and cutters.....	2.25@3.50
Bulls, good to choice.....	4.25@5.65
Bologna bulls.....	4.10@4.65
Heavy calves.....	4.00@5.75
Calves, good to choice.....	6.00@7.00

## HOGS.

Good to prime heavy.....	\$7.20@7.25
Good to choice medium-weight butchers.....	7.15@7.35
Good to choice light, 170@200 lbs.....	7.15@7.25
Medium-weight mixed.....	7.10@7.25
Good to choice heavy packing.....	7.20@7.30
Pigs, 65 to 90 lbs.....	4.50@6.00
Pigs, 90 to 130 lbs.....	6.25@6.65
Rough cows and coarse stags.....	7.00@7.10
Heavy hogs, 280 to 450 lbs.....	4.50@5.00

## SHEEP.

Choice Colorado lambs.....	\$8.50@9.50
Feeding lambs.....	6.75@8.00
Feeding wethers.....	4.50@5.75
Western fed lambs.....	8.00@9.25
Clipped yearlings.....	5.75@6.25
Native ewes.....	5.00@6.75
Native wethers.....	5.50@6.85
Bucks and stags.....	3.50@5.50
Shorn wethers.....	5.25@6.85
Shorn ewes.....	5.00@6.25
Shorn lambs.....	7.00@8.50

## CHICAGO PROVISION MARKET.

## Range of Prices.

## SATURDAY, MAY 8, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	\$.....	\$.....	\$.....	\$17.85
July.....	18.07½	18.10	18.00	18.00
September.....	18.05	18.10	17.97½	18.00
LARD—(Per 100 lbs.)—				
May.....	10.30	10.30	10.30	10.30
July.....	10.17½	10.47½	10.37½	10.37½
September.....	10.60	10.60	10.47½	10.50
RIBS—(Boxed, 25c. more than loose)—				
May.....	9.90	9.90	9.90	9.85
July.....	9.95	9.95	9.87½	9.87½
September.....	10.00	10.02½	9.95	9.97½

## MONDAY, MAY 10, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	17.95	17.95	17.90	17.90
July.....	18.07	18.10	18.05	18.05
September.....	18.07	18.10	18.02½	18.02½
LARD—(Per 100 lbs.)—				
May.....	10.35	10.35	10.30	10.30
July.....	10.32½	10.42½	10.37½	10.37½
September.....	10.40	10.50	10.50	10.50
RIBS—(Boxed, 25c. more than loose)—				
May.....	9.87½	9.90	9.87½	9.90
July.....	9.87½	9.90	9.87½	9.90
September.....	9.97½	10.00	9.97½	9.97½

## TUESDAY, MAY 11, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	18.12½	18.20	18.12½	18.17½
July.....	18.10	18.15	18.10	18.15
September.....	18.10	18.15	18.10	18.15
LARD—(Per 100 lbs.)—				
May.....	10.35	10.45	10.35	10.45
July.....	10.45	10.52½	10.45	10.50
September.....	10.55	10.65	10.55	10.62½
RIBS—(Boxed, 25c. more than loose)—				
May.....	9.92½	10.00	9.92½	10.00
July.....	9.95	10.02½	9.95	10.02½
September.....	10.02½	10.10	10.02½	10.10

## WEDNESDAY, MAY 12, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	18.17½	18.20	18.10	18.20
July.....	18.15	18.17½	18.10	18.15
September.....	18.15	18.17½	18.10	18.15
LARD—(Per 100 lbs.)—				
May.....	10.45	10.55	10.45	10.55
July.....	10.50	10.60	10.52½	10.60
September.....	10.62½	10.72½	10.62½	10.72½
RIBS—(Boxed, 25c. more than loose)—				
May.....	10.00	10.10	10.05	10.05
July.....	10.00	10.10	10.05	10.07½
September.....	10.07½	10.15	10.07½	10.15

## THURSDAY, MAY 13, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	18.12	18.15	18.12	18.15
July.....	18.20	18.27	18.20	18.25
September.....	18.17	18.27	18.17	18.27
LARD—(Per 100 lbs.)—				
May.....	10.55	10.65	10.55	10.62
July.....	10.62	10.70	10.62	10.67
September.....	10.75	10.82	10.75	10.80
RIBS—(Boxed, 25c. more than loose)—				
May.....	10.12	10.15	10.12	10.15
July.....	10.12	10.15	10.10	10.15
September.....	10.20	10.22	10.17	10.20

## FRIDAY, MAY 14, 1909.

PORK—(Per bbl.)—	Open.	High.	Low.	Close.
May.....	18.30	18.42½	18.25	18.42½
July.....	18.27½	18.45	18.27½	18.45
September.....	18.27½	18.45	18.27½	18.45
LARD—(Per 100 lbs.)—				
May.....	10.72½	10.75	10.67½	10.75
July.....	10.82½	10.87½	10.80	10.87½
September.....	10.82½	10.87½	10.80	10.87½
RIBS—(Boxed, 25c. more than loose)—				
May.....	10.17½	10.17½	10.15	10.15
July.....	10.17½	10.17½	10.15	10.15
September.....	10.22½	10.25	10.20	10.22½

†Bid. ‡Asked.

## CHICAGO RETAIL FRESH MEATS.

NOTE.—It is difficult to quote flat retail figures applicable to the whole of the city, every market having a practically different scale according to location, class and volume of trade, etc.

Native Rib Roast.....	18	@22
Native Sirloin Steaks.....	18	@25
Native Porterhouse Steaks.....	25	@28
Native Pot Roasts.....	10	@14
Rib Roasts from light cattle.....	12½	@16
Beef Stew.....	10	@10
Boneless Corned Briskets, Native.....	12½	@12½
Corned Rumps, Native.....	12½	@12½
Corned Ribs.....	8	@8
Corned Flanks.....	6	@6
Round Steaks.....	12½	@16
Round Roasts.....	14	@14
Shoulder Steaks.....	14	@14
Shoulder Roasts.....	12½	@15
Shoulder Neck End, Trimmed.....	10	@10
Rollad Roast.....	14	@14

## Lamb.

Hind Quarters, fancy.....	20	@20
Fore Quarters, fancy.....	15	@15
Legs, fancy.....	22	@22
Stew.....	12½	@12½
Shoulders.....	14	@14
Chops, Ribs and Loins.....	25	@25
Chops, Frenched, each.....	12½	@15

## Mutton.

Legs.....	16	@16
Stew.....	10	@10
Shoulders.....	12½	@12½
Hind Quarters.....	14	@14
Fore Quarters.....	12½	@12½
Rib and Loin Chops.....	20	@22

## Pork.

Pork Loins.....	13	@13
Pork Chops.....	15	@15
Pork Shoulders.....	12½	@12½
Pork Tenderloins.....	35	@35
Pork Butts.....	12½	@12½
Spare Ribs.....	10	@10
Blades.....	7	@7
Hocks.....	9	@9
Pigs' Heads.....	6	@6
Leaf Lard.....	12½	@12½

## Veal.

Hind Quarters.....	12½	@14
Fore Quarters.....	8	@10
Legs.....	14	@16
Breasts.....	8	@10
Shoulders.....	10	@12½
Cutlets.....	20	@22
Rib and Loin Chops.....	16	@18

## Butchers' Offal.

Suet.....	7½	@7½
Tallow.....	3½	@3½
Bone.....	1	@1
Calfskins, 8 to 15 lbs.....	14	@14
Calfskins, under 8 lbs. (deacons).....	45	@50
Calfskins, over 15 lbs.....	10	@10

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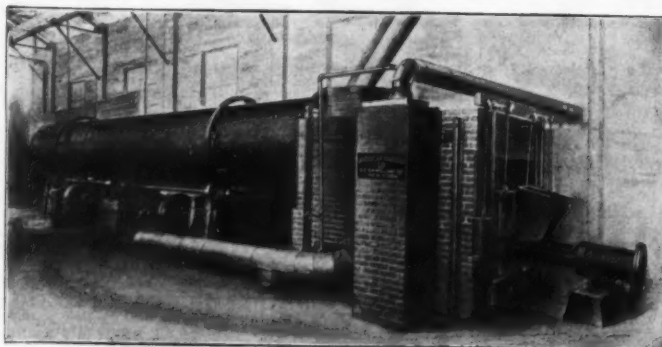
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Send for Catalogue T. B.

**American Process Co.**  
68 William St., - - New York





## CHICAGO MARKET PRICES

## WHOLESALE FRESH MEATS.

Carcass Beef.	
Good native steers	10 @ 10 1/4
Native steers, medium	9 1/2 @ 10
Heifers, good	9 @ 9 1/4
Cows	8 1/2 @ 9 1/4
Hind Quarters, choice	@ 11 1/4
Fore Quarters, choice	@ 8
Beef Cuts.	
Cow Chucks	6 1/2 @ 7
Steer Chucks	7 1/2 @ 8
Boneless Chucks	@ 8 1/2
Medium Plates	@ 5 1/2
Steer Plates	@ 6
Cow Rounds	8 @ 8 1/2
Steer Rounds	@ 9
Cow Loins, Medium	@ 12 1/2
Steer Loins, Heavy	@ 15
Beef Tenderloins, No. 1	@ 25 1/2
Beef Tenderloins, No. 2	@ 22
Strip Loins	7 @ 8
Shin Butts	9 @ 11
Shoulder Clods	@ 7
Rolls	@ 10
Rump Butts	6 1/2 @ 10 1/4
Trimnings	@ 5
Shank	@ 4
Cow Ribs, Common, Light	8 1/2 @ 9 1/4
Cow Ribs, Heavy	@ 11 1/2
Steer Ribs, Light	@ 12
Steer Ribs, Heavy	@ 12 1/2
Loins Ends, steer, native	@ 11
Loins Ends, cow	@ 7
Hanging Tenderloins	@ 6
Flank Steak	7 @ 10
Hind Shanks	@ 3 1/4

## Beef Offal.

Livers	@ 3 1/4
Hearts	@ 4
Tongues	@ 12
Sweetbreads	@ 18
Ox Tail, per lb.	@ 5
Fresh Tripe, plain	@ 2 1/4
Fresh Tripe, H. C.	@ 4 1/4
Brains	@ 5
Kidneys, each	@ 5

## Veal.

Heavy Carcass Veal	@ 8 1/2
Light Carcass	@ 9
Good Carcass	@ 11
Good Saddle	@ 13
Medium Racks	@ 9
Good Racks	@ 10

## Veal Offal.

Brains, each	@ 5
Sweetbreads	@ 40
Plucks	@ 25
Heads, each	@ 10

## Lambs.

Medium Caul	@ 13
Good Caul	@ 14
Round Dressed Lambs	@ 16
Saddles, Caul	@ 17
R. D. Lamb Racks	@ 13
Caul Lamb Racks	@ 11
R. D. Lamb Saddles	@ 18
Lamb Fries, per pair	@ 6
Lamb Tongues, each	@ 8
Lamb Kidneys, each	@ 2

## Mutton.

Medium Sheep	@ 12
Good Sheep	@ 13 1/2
Medium Saddles	@ 15
Good Saddles	@ 16
Medium Racks	@ 9
Good Racks	@ 10
Mutton Legs	@ 14
Mutton Stew	@ 8 1/2
Mutton Loins	@ 13
Steep Tongues, each	@ 3
Sheep Heads, each	@ 8

## Fresh Pork, Etc.

Dressed Hogs	9 1/2 @ 10
Pork Loins	@ 11 1/2
Leaf Lard	@ 11
Tenderloins	@ 24
Spare Ribs	@ 6 1/2
Butts	@ 10 1/2
Hocks	@ 6
Trimnings	@ 7 1/2
Tails	@ 5
Snouts	@ 4
Pigs' Feet	@ 8 1/2
Pigs' Heads	@ 4 1/2
Blade Bones	@ 6 1/2
Cheek Meat	@ 5
Hog Plucks	@ 5
Neck Bones	@ 2 1/2
Skinless Shoulders	@ 9
Pork Hearts	@ 3 1/4
Pork Kidneys	@ 3
Pork Tongues	@ 9
Slip Bones	@ 4
Tail Bones	@ 4 1/2
Brains	@ 5
Backfat	@ 11
Hams	@ 12
Calas	@ 8
Bellies	@ 11 1/2
Shoulders	@ 9

## SAUSAGE.

Columbia Cloth Bologna	@ 8
Bologna, large, long, round and cloth	@ 7 1/2
Choice Bologna	@ 8 1/2
Viennas	@ 9 1/2

Frankfurters	@ 9
Blood, Liver and Headcheese	@ 8
Tongue	@ 10
White Tongue	@ 10
Minced Sausage	@ 10
Prepared Sausage	@ 11 1/2
New England Sausage	@ 11 1/2
Compressed Luncheon Sausage	@ 11 1/2
Special Compressed Ham	@ 11 1/2
Berliner Sausage	@ 9
Boneless Sausage	@ 14 1/2
Oxford Sausage	@ 14 1/2
Polish Sausage	@ 9
Garlic Sausage	@ 9
Smoked Sausage	@ 13
Farm Sausage	@ 9
Pork Sausage, bulk or link	@ 9 1/2
Pork Sausage, short link	@ 10
Special Prepared Sausage	@ 10
Boneless Pigs' Feet	@ 8
Hams, Bologna	@ 9

## Summer Sausage.

Best Summer, H. C. Medium Dry	@ 19
German Salsami, Medium Dry	@ 16
Italian Salsami	@ 12 1/2
Holsteiner	@ 12 1/2
Mettwurst, New	@ 15
Farmer	@ 15
Monarque Cervelat	@ 18

## Sausage and Oil.

Smoked Sausage, 1-50	\$4.50
Smoked Sausage, 2-20	4.00
Bologna, 1-50	4.00
Bologna, 2-20	3.50
Frankfurt, 1-50	4.50
Frankfurt, 2-20	4.00

## VINEGAR PICKLED GOODS.

Pickled Pigs' Feet, in 200-lb. barrels	\$7.50
Pickled Plain Tripe, in 200-lb. barrels	5.00
Pickled H. C. Tripe, in 200-lb. barrels	7.75
Pickled Ox Lips, in 200-lb. barrels	11.50
Pickled Pigs' Snouts, in 200-lb. barrels	14.00
Lamb Tongues, Short Cut, barrels	32.00

## CORNED, BOILED AND ROAST BEEF.

1 lb., 2 doz. to case	Per doz. \$1.45
2 lbs., 1 or 2 doz. to case	2.50
4 lbs., 1 doz. to case	5.00
6 lbs., 1 doz. to case	8.50
14 lbs., 1/2 doz. to case	20.00

## EXTRACT OF BEEF.

1-oz. jars, 1 doz. in box	Per doz. \$2.25
2-oz. jars, 1 doz. in box	3.55
4-oz. jars, 1 doz. in box	6.50
8-oz. jars, 1/2 doz. in box	11.00
16-oz. jars, 1/4 doz. in box	22.00
2, 5 and 10-lb. tins	\$1.75 per lb.

## BARRELED BEEF AND PORK.

Extra Plate Beef, 200-lb. bbls.	@ 14.50
Mess Pork	@ 17.75
Clear Fat Backs	@ 21.00
Family Back Pork	@ 20.00
Bean Pork	@ 15.00

## LARD.

Pure leaf, kettle rendered, per lb., tes.	@ 12 1/4
Pure lard	@ 11 1/2
Lard, substitutes, tes.	@ 8 1/2
Lard, compound	@ 8 1/4
Cooking oil, per gal., in barrels	@ 45
Barrels, 1/4 c. over tierces; half barrels, 1/4 c. over tierces; tubs and pails, 10 to 80 lbs., 1/4 to 1 c. over tierces.	

## BUTTERINE.

1 to 6, natural color	13 1/4 @ 15
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## DRY SALT MEATS.

(Boxed. Loose are 1/4 c. less.)	
Clear Bellies, 14 @ 16 avg.	@ 11 1/4
Clear Bellies, 18 @ 20 avg.	@ 11 1/4
Rib Bellies, 18 @ 20 avg.	@ 11 1/4
Fat Backs, 12 @ 14 avg.	@ 10 1/2
Regular Plates	@ 9
Short Clears	@ 8 1/2
Butts	@ 8
Bacon meats, 1 c. more.	

## WHOLESALE SMOKED MEATS.

Hams, 12 lbs., avg.	@ 13 1/4
Hams, 16 lbs., avg.	@ 13 1/4
Skinless Hams	@ 14 1/4
Calas, 4 @ 6 lbs., avg.	@ 8 1/2
Calas, 6 @ 12 lbs., avg.	@ 8
New York Shoulders, 8 @ 12 lbs., avg.	@ 8
Breakfast Bacon, fancy	@ 20
Wide, 6 @ 8 avg., and strip, 5 @ 6 avg.	@ 14 1/4
Wide, 6 @ 8 avg., and strip, 3 @ 4 avg.	@ 13
Rib Bacon, wide, 8 @ 12, strip, 4 @ 6 avg.	@ 13 1/4
Dried Beef Sets	@ 18 1/4
Dried Beef Inside	@ 18 1/4
Dried Beef Knuckles	@ 18 1/4
Dried Beef Outsides	@ 16 1/4
Regular Balled Hams	@ 19
Smoked Balled Hams	@ 20
Balled Calas	@ 13
Cooked Loins	@ 18 1/4
Cooked Rolled Shoulders	@ 13

## SAUSAGE CASINGS.

## F. O. B. CHICAGO.

Rounds, per set	@ 16
Export Rounds	@ 20
Middles, per set	@ 65
Beef bungs, per piece	@ 7 1/4
Hog casings, as packed	@ 30
Hog casings, free of salt	@ 60
Hog middles, per set	@ 18
Hog bungs, export	@ 12 1/2
Hog bungs, large mediums	@ 1 1/4
Hog bungs, prime	@ 5
Hog bungs, narrow	@ 2 1/4
Imported wide sheep casings	@ 30
Imported medium wide sheep casings	@ 30
Imported medium sheep casings	@ 70
Beef wassads	@ 5 1/4
Beef bladders, medium	@ 40
Beef bladders, small, per doz.	@ 35
Hog stomachs, per piece	@ 4

## FERTILIZERS.

Dried blood, per unit	@ 2.47 1/2
Hoof meal, per unit	@ 2.40
Concent. tankage, 15% per unit	@ 2.10
Ground tankage, 12%	@ 2.30 1/2 and 10c.
Ground tankage, 11% per unit	@ 2.30 and 10c.
Ground tankage, 10% per unit	@ 2.30 and 10c.
Crushed tankage, 9 and 20%	@ 2.25 and 10c.
Ground tankage, 6 and 35%	@ 18.00
Ground raw bone, per ton	@ 24.00
Ground steam bone, per ton	@ 18.50
Unground tankage, per ton less than ground	@ 50c.

## HORNS, HOOFS AND BONES.

Horns, No. 1, 65 @ 70 lbs. average	\$240.00 @ \$245.00
Horns, black, per ton	25.00 @ 26.00
Horns, striped, per ton	40.00 @ 42.50
Horns, white, per ton	50.00 @ 53.00
Flat shin bones, 38 to 40 lbs. ave. ton	45.00 @ 50.00
Round shin bones, 38 to 40 lbs. ave. ton	50.00 @ 55.00
Round shin bones, 50 to 62 lbs. ave. ton	57.50 @ 60.00
Long thigh bones, 80 to 95 lbs. ave. ton	90.00 @ 95.00
Jaws, skulls and knuckles, per ton	@ 35.00

## LARD.

Prime steam, cash	@ 10.57 1/4
Prime steam, loose	@ 10.17 1/2
Leaf	@ 10 1/2
Compound	@ 7 1/2
Neutral lard	@ 12 1/2

## STEARINES.

Prime, oleo	12 1/2 @ 13
Oleo No. 2	@ 12 1/2
Mutton	@ 12 1/2
Tallow	8 @ 8 1/4
Grease, yellow	5 1/4 @ 5 1/4
Grease, A white	6 @ 6 1/4

## OILS.

Lard oil, extra, winter strained, tierces	80 @ 82
Extra No. 1 lard oil	52 @ 55
No. 1 lard oil	47 @ 50
No. 2 lard oil	45 @ 48
Oleo oil, extra	13 1/2 @ 13 1/2
Oleo oil, No. 2	13 @ 13 1/2
Oleo stock	13 @ 13 1/2
Neatfoot oil, pure, bbls.	62 @ 67
Acidless tallow oil, bbls.	55 @ 57
Corn oil, lose	4.20 @ 4.30

## TALLOW.

Edible	7 @ 7 1/4
Prime city	6 1/4 @ 6 1/2
No. 1 Country	5 1/4 @ 5 1/2
Packers' prime	6 1/4 @ 6 1/2
Packers' No. 1	5 1/4 @ 5 1/2
Packers' No. 2	5 @ 5 1/4
Renderers' No. 1	5 1/4 @ 5 1/4

## GREASES.

White, choice	6 @ 6 1/4
White, "A"	5 1/4 @ 6
White, "B"	5 1/4 @ 5 1/4
Bone	5 @ 5 1/4
House	4 1/2 @ 4 1/2
Yellow	4 1/2 @ 5
Brown	4 1/2 @ 4 1/2
Old Stock	4 1/2 @ 4 1/2
Garbage Grease	nom. @ 4 1/4

## COTTONSEED OILS.

P. S. Y., loose	39 1/2 @ 40
P. S. Y., soap grade	39 1/2 @ 39 1/2
Soap stock, bbls., concn., 62 @ 55% f. a.	3 @ 3 1/4
Soap stock, bbls., reg., 50% f. a.	1.75 @ 1.80

## COOPERAGE.

Ash pork barrels	.77 @ .82 1/4
Oak pork barrels	.90 @ .92 1/2
Lard tierces	1.15 @ 1.17

## CURING MATERIALS.

Refined saltpetre	5 @ 7
Boric acid, crystal to powdered	7 @ 7 1/4
Borax	4 1/2 @ 5

Sugar—	
White, clarified	@ 4 1/4
Plantation, granulated	@ 5 1/4
Yellow, clarified	@ 4 1/4

Salt—	
Ashton, in bags, 224 lbs.	\$2.35
English packing, in bags, 224 lbs.	1.45
Michigan, granulated, car lots, per ton	3.00
Michigan, medium, car lots, per ton	3.00
Casing salt, bbls., 280 lbs., 2x @ 3x	1.35

# HIDES AND SKINS

(Daily Hide and Leather Market)

## Chicago.

**PACKER HIDES.**—All varieties of hides rule very strong. There have been only scattering sales this week, but prices have advanced in some instances. Five cars of late May and early June native steers sold at 16½¢, mostly from the Missouri River. Late April natives are being held at 16¢, now and early Mays at 16½¢, although packers were previously inclined to offer both months together at 16¼¢ and probably would sell the two months in combination at this price. The packers are sold up on Texas steers, but some of them will get caught up the latter end of this week. Last selling rates for May salting ahead were at 16½¢ for heavy, 15½¢ for light and 14½¢ for extremes. Last trading in butt brands and Colorados was at 15½¢, with the market strong on this basis owing to the closely sold-up condition of the market on these and some packers are holding at 15¾¢. Branded cows are still sold ahead and strong at 14¢. In general there is said to be less anxiety of tanners to buy hides ahead. Native cows show perhaps as strong and advancing tendency as any variety on an altogether strong list. April heavy cows alone are offered at 14¾¢, and May was recently offered at 15¢, but 2 cars of April and May heavy weights sold at the advanced price of 15¢. Light cows are reported being offered at 14¾¢. There are very few cow hides unsold of previous to May take-off. Native bulls are held at 12½¢@13¢.

Later.—A car of May light native cows sold at 14¾¢.

Later Wire.—Two cars late May native steers sold at 16½¢. Less inquiry and high prices asked are causing buyers to withdraw from the market.

**COUNTRY HIDES.**—The market continues to show less excited conditions, but reports of a weakness that have been circulated cannot be confirmed. The general consensus of opinion is that the market is as firm as heretofore, but the advancing tendency for the moment appears checked and this some parties have been quick to construe into reports of weakness. Conditions for the moment do not point toward further advances except as the quality of hides improves, especially for hair. The tanners claim that the packers are likely to sell light weight cows on account of high prices prevailing and predict this will check a further advance and also have some effect on country hides. Current receipt buffs and heavy cows that run large for seconds continue quotable at 13¢, while the dealers talk up to 13½¢ for stock now coming in that will run a better percentage No. 1 and shorter haired. Extremes of current receipts are held at 13@13½¢, some dealers talking the outside figure for hides running but 25 per cent. No. 1 and higher prices are asked for later delivery choice hides running well to firsts. Heavy steers are generally quoted at 14¢ for stock on hand and higher for later receipts. Heavy bulls are held at 11½¢@12¢ to sell ahead, but long haired stock on hand is not quotable over 11¢. Branded hides, miscellaneous collections, are again held higher for lots running mostly cows with up to 11¼¢ flat asked for those, but some lots are still available at 11½¢ flat. Small packer and larger butcher

hides running larger percentage steers are held at 12¾¢@13¢ flat, out of bundle.

**DRY HIDES.**—The phenomenal advances secured on Latin American common hides in New York creates a stronger market West and it is believed short trim would bring 22¢ or better.

**HORSE HIDES.**—Dealers talk strong, holding cities \$4@4.25 and countries at \$3.75, but the dullness East in butts and the fact that Eastern dealers say they cannot cut fronts to compete with low prices at which foreign hides are selling makes some parties believe that the high prices asked on horse hides throughout the country are ill-founded.

**CALFSKINS.**—The market continues unchanged. Asking prices are 18¢ for choice Chicago cities, 17½¢@17¾¢ for outside cities and 17¢ for countries, but it cannot be learned as yet that these prices have been established by actual trading.

**SHEEPSKINS.**—Packers pull a good deal of their own pelts and former asking prices for skins are considered high by buyers and trade has ruled dull of late at recent quotations.

## New York.

**DRY HIDES.**—No further trading common dry hides. Advances from the River Plate are firm with limited offerings of dry. Wet salted Sansinena Fridorificos sold at 14¾¢ denoting a steady market and some bids at a shade off entered by Americans failed to secure hides.

**CITY PACKER HIDES.**—There is more activity. One packer sold out his May native and branded steers at 16¼¢ for natives and 15¼¢ for butt brands and Colorados. The other packer here with May natives and brands unsold claims to have declined a bid at these prices and is holding at 16½¢ and 15½¢ respectively. It is reported another packer sold spreadly native steers ahead after July 1 at 19¢, but this sale is not fully confirmed.

Later.—The sale of spreadly noted above is confirmed from selling sources. The sale of natives and brands noted above at 16¼¢ and 15¼¢ comprised 6,000 hides.

**COUNTRY HIDES AND CALFSKINS.**—Conditions are quiet and no further sales of hides are noted. New York State cows in straight car lots of late receipt are held at 13@13½¢ flat. Calfskins are firm and more active. One dealer here is reported to have sold a car of 7 to 9's at \$1.97½ and 9 to 12's at \$2.22½, but did not sell 5@7's. Countries are quoted at \$1.35, \$1.75 and \$1.95, with outside cities 5¢ apiece more.

**HORSE HIDES.**—A poor demand is reported for butts and dealers have difficulty in selling fronts at advanced prices, as foreign hides are comparatively cheap in proportion. No sales of domestic fronts are reported with these held at \$2.75. Some parties are reported asking up to \$3, but this would be for a patent leather selection. Bavarian whole hides, 42@43 lbs., are reported lately sold at \$3.25.

## European Markets.

It is reported here Berlin auctions advanced about 5 per cent. on hides and 10 per cent. on calf. There is some buying of calfskins abroad by European tanners at full rates.

## Boston.

Trading limited. Ohio buffs, 13½¢@13¾¢, extremes, 14@14½. Reports in circulation here Chicago buffs, largely seconds, sold 13¼¢. Our advices note these late sales were at 13¢. Southern countries ranged 11@12¢, all kinds.

## NEW YORK LIVESTOCK.

WEEKLY RECEIPTS TO MAY 10, 1909.

	Beeves.	Cows.	Calves.	Sheep.	Hogs.
Jersey City .....	2,586	—	5,593	11,953	13,062
Sixtieth street .....	3,606	30	8,113	11,069	—
Fortieth street .....	—	—	—	—	15,877
Lehigh Valley .....	3,672	—	1,275	13,490	—
Weehawken .....	833	—	—	—	—
West Shore R. R. ....	1,710	—	—	—	—
Scattering .....	—	65	162	57	5,100
Totals .....	12,009	95	15,143	36,578	34,039
Totals last week .....	11,694	102	13,471	43,138	34,585

WEEKLY EXPORTS.

	Live cattle.	Qrs. of beef.
Morris Beef Co., Ss. Majestic .....	—	1,170
Morris Beef Co., Ss. Philadelphia .....	—	1,444
Morris Beef Co., Ss. Celtic .....	—	992
Schwarzschild & S., Ss. Mesaba .....	334	958
Schwarzschild & S., Ss. Minnetonka .....	350	952
J. Shamburg & Son, Ss. Mesaba .....	336	—
J. Shamburg & Son, Ss. Minnetonka .....	302	—
Swift Beef Co., Ss. Majestic .....	—	1,650
Swift Beef Co., Ss. Celtic .....	—	550
Armour & Co., Ss. Philadelphia .....	—	1,025
Total exports .....	1,322	8,741
Total exports last week .....	820	6,916

## MEAT AND STOCK EXPORTS

WEEKLY REPORT TO MAY 10, 1909.

Exports from—	Live cattle.	Live sheep.
New York .....	1,332	8,471
Boston .....	1,439	1,678
Baltimore .....	602	—
Exports to—		
London .....	2,028	8,342
Liverpool .....	1,355	2,077
Totals to all ports .....	3,383	10,419
Totals to all ports last week .....	5,519	9,923

## SLAUGHTER REPORTS

Special reports to The National Provisioner show the number of livestock slaughtered at the following centres for the week ending May 8, 1909:

### CATTLE.

Chicago .....	27,172
Kansas City .....	24,283
Omaha .....	18,921
St. Joseph .....	7,784
Cudahy .....	502
Sioux City .....	3,263
South St. Paul .....	2,140
Indianapolis .....	3,353
New York and Jersey City .....	10,772

### HOGS.

Chicago .....	90,386
Kansas City .....	68,155
Omaha .....	44,008
St. Joseph .....	31,523
Cudahy .....	3,725
Sioux City .....	20,341
Ottumwa .....	10,244
Cedar Rapids .....	7,691
South St. Paul .....	15,150
Indianapolis .....	22,933
New York and Jersey City .....	34,039

### SHEEP.

Chicago .....	41,925
Kansas City .....	19,223
Omaha .....	15,634
St. Joseph .....	8,173
Cudahy .....	350
Sioux City .....	538
South St. Paul .....	1,380
Indianapolis .....	776
New York and Jersey City .....	36,578

## BUTCHERS AND HIDE DEALERS

Will do well to send their collections of Hides, Calfskins, Pelts, Tallow, Bones, etc., to Carrol S. Page, Hyde Park, Vt. He pays spot cash. He pays the freight. He pays full market value. He also furnishes money with which to buy, and keeps his customers thoroughly posted at all times as to market changes and market prospects. Write him for full particulars and his free bulletins.

# RETSAOF



# THE WEEK'S CLOSING MARKETS

## FRIDAY'S GENERAL MARKETS.

### Lard in New York.

New York, May 14.—The market was very firm with the full advance asked. Western steam, \$11.10; city steam, \$10.62; refined, Continent, \$11.30; South America, \$10.95; do., kegs, \$12.95; compounds, \$7.75@8.12½.

### Liverpool Markets.

Liverpool, May 14 (By Cable).—Beef extra India mess, 100s. Pork, prime mess, 85s.; shoulders, 49s. 6d.; hams, short clear, 54s. 6d.; bacon, Cumberland cut, 56s. 6d.; short ribs, 57s. 6d.; long clear, 28@34 lbs., 59s.; 35@40 lbs., 58s.; backs, 55s.; bellies, 58s. Tallow, 28s. Turpentine, 28s. 6d. Rosin, common, 8s. 3d. Lard, spot, prime Western, 53s. 9d. American refined, 28-lb. pails, 55s. 3d. Cheese, Canadian, finest white, new, 64s.; do., colored, 67s. American steam lard (Hamburg), 50 kilos, 53 marks. Tallow, Australian (London), 30s. 6d. Cottonseed, refined, loose (Hull), 23s. 10½d. Petroleum, refined (London), 6 11/16d. Linseed, La Plata (London), April and May, 43s. 9d.; Calcutta, 44s. 3d. Linseed oil, 22s. 9d.

## FRIDAY'S CLOSINGS IN NEW YORK.

### Provisions.

The market was active and strong at new high levels. Receipts of hogs continued very light.

### Tallow.

The market was firmer with the better tone in other commodities and light offerings.

### Oleo Stearine.

The market was quiet with prices steady.

### Cottonseed Oil.

The market was fairly active and very steady. There has been good business West this week to packers, with sales reported of about 100 tanks. Early call prices for prime yellow: May, \$5.80@5.89; July, \$5.94@5.95; August, \$6@6.10; September, \$6.12@6.13; October, \$6.03@6.05; November, \$5.64@5.66; December, \$5.78@5.83.

## CHEMICALS AND SOAP SUPPLIES.

(Special Report to The National Provisioner.)

New York, May 14.—Latest quotations on chemicals and soapmakers' supplies are as follows: 74 per cent. caustic soda \$1.85, basis 60 per cent.; 76 per cent. caustic soda \$1.90 to 2c., basis 60 per cent.; 60 per cent. caustic soda 2c. per lb.; 98 per cent. powdered caustic soda in barrels, 3c. per lb.; 58 per cent. pure alkali 90c. to \$1, basis 48 per cent.; 48 per cent. carbonate soda ash, \$1.10 per 100 lbs.; borax at 5¼c. per lb.; tale, 1½@1¼c. per lb.; silic, \$15 to \$20 per ton of 2,000 lbs.; marble flour, \$9@10 per ton of 2,000 lbs.; silicate soda, 80c. per 100 lbs., no charge for barrels; chloride of lime in casks, \$1.50, drums, \$1.40, and barrels \$2 per 100 lbs.; carbonate of potash, 4½@4¼c. per lb.; electrolytic caustic potash, 88/92 per cent. at 5¼@6c. per lb.

Prime red palm oil in casks, 15/1,800 lbs. each, 5¼c. per lb.; genuine Lagos palm oil in casks, 15/1,800 lbs., 5¼c. per lb.; clarified palm oil in barrels, 4/500 lbs. each, 6¼c. per lb.; palm kernel oil, 6¼c. per lb.; green olive oil, \$1.20 per gal.; yellow olive oil, \$1.40@1.50 per gal.; green olive oil foots, 7¼@8c. per lb.; Ceylon cocoanut oil, 6¼@7c. per lb.; Cochin cocoanut oil, 7@7¼c. per lb.; cottonseed oil, 5¼c. per lb.; corn oil, 5.10c. to 5¼c. per lb.

Prime city tallow in hogsheads, 5¼c. per lb.; special tallow in tierces, 6¼@6½c. per lb.; choice tallow in tierces, 6¼c. per lb.; oleo stearine, 12¼@13c. per lb.; house grease, 5@5¼c. per lb.; brown grease, 5@5¼c. per lb.; yellow packers' grease, 5¼@5½c. per lb.

## FRIDAY'S LIVESTOCK MARKETS.

Chicago, May 14.—Hogs slow, prices strong; bulk of sales, \$7.25@7.40; light weights, \$6.85@7.35; mixed and butchers' weights, \$7@7.45; heavies, \$7.05@7.50; rough heavies, \$7.05@7.20; Yorkers, \$7.25@7.30; pigs, \$5.80@6.75. Cattle strong; beefs, \$5.10@5.25; cows and heifers, \$2.50@6.25; Texas steers, \$4.60@6.10; stockers and feeders, \$3.60@5.65; Westerns, \$4.75@6.00. Sheep weak; natives, \$4@6.50; Westerns, \$4.25@6.40; yearlings, \$6.25@7.50; lambs, \$6.25@8.75; Western lambs, \$6.50@9.35.

Kansas City, May 14.—Hog market steady at \$6@7.37½.

St. Louis, May 14.—Hogs steady at \$4.75@7.40.

East Buffalo, May 14.—Hogs stronger at \$7.35@7.70; pigs, \$7.10@7.15.

Louisville, May 14.—Hogs steady at \$6.90@7.30.

Cleveland, May 14.—Hogs strong, \$7.50.

Indianapolis, May 14.—Hogs higher at \$7.55.

Omaha, May 14.—Hogs steady to strong, \$6.80@7.30.

Peoria, May 14.—Hog market steady to shade higher; light, \$3.75@7.25; mixed, \$6.90@7.40; heavy, \$6.95@7.42½. Cattle market strong; receipts small.

## OMAHA

Union Stock Yards, So. Omaha, May 11.

Improvement has been the order of the day in the cattle market for the past week or two, and prices are all of half a dollar higher than they were at the low point. This too in spite of rather liberal supplies. The demand has broadened out and the trade is apparently in good, healthy condition. Choice 1,550-pound beefs sold up to \$6.75 today, the highest price paid since January. The quality of the cattle is unusually good and the bulk of the 1,100 to 1,400-pound beefs sell around \$6.00@6.50, with short fed and warmed up grades at \$5.50@6.00. Cows and heifers have also firmed up considerably and prices are the highest of the season. The range is very wide, from \$2.00 to \$6.00, with fair to good butcher and beef stock largely at \$4.50@5.50. In stockers and feeders the trade has been quiet but firm, and prices have ruled high with the volume of business small. Most of the stuff sells around \$4.50@5.25, but not much feeder stuff is moving at present as grass is late and feed scarce. Last week 4,500 head of feeders were sent to the country, mostly to Nebraska and Iowa points.

Hogs have not shown any radical change of late. Supplies are pretty good for this time of the year, and although the demand from eastern shippers is not as keen as it was the movement is free and everything sells in good season. As has been the case for some time past, the heavy and butcher weight loads command the top figures and light weight stuff, unless choice, is more or less neglected. The range is rather wide, but the undertone to the trade is very strong. With 8,500 hogs here today, the market was very nearly steady. Tops brought \$7.25, and the bulk of the trading was around \$6.90@7.10, the same as on last Tuesday.

The sheep market is making a new record nearly every day, and prices are the highest they have ever been at this point. Choice western, woolled lambs sold at \$9.35 today, and clipped lambs brought \$8.20. Supplies are moderate and the market is very strong. Quotations on clipped sheep and lambs: Good to choice lambs, \$7.85@8.30; fair to good lambs, \$7.00@7.85; good to choice light yearlings, \$6.35@6.85; good to choice heavy yearlings, \$5.75@6.35; good to choice wethers, \$5.90@6.40; fair to good wethers, \$5.50@5.90; good to choice ewes, \$5.75@6.25; fair to good ewes, \$5.25@5.75; culls and bucks, \$2.00@5.00. Quotations on woolled lambs: Good to choice lambs, \$8.85@9.35; fair to good lambs, \$8.15@8.85.

## ST. JOSEPH

(Special Letter to The National Provisioner.)

So. St. Joseph, Mo., May 10.

The movement of cattle to market has continued of light volume but there has not been much in the way of encouragement to the selling interest. During all of last week there was an indifference on the part of buyers, and all strength of early in the week was lost, but with the start of this week, there was a better activity shown than during any time in the past ten days, and prices were strong to 10c. higher on all steers, while cows and heifers were fully steady. There is quite liberal proportion of fat steers coming, but none of them are grading as prime or fancy. The best here are selling around \$6.50 and bulk of all weights at \$5.75@6.25. Cows and heifers are in good demand at prices ranging from \$4.50@5.50 for the bulk, but with some of the fancy corn fed heifers that the market always gets this time of the year selling well up to feeder prices. The outlook appears to favor moderate receipts from now on until grass cattle begin moving.

## RECEIPTS AT CENTRES

SATURDAY, MAY 8, 1909.

	Cattle.	Hogs.	Sheep.
Chicago	161	10,921	535
Kansas City	300	3,200	3,000
Omaha	100	4,500	100
St. Louis	200	10,062	.....
St. Joseph	200	2,500	.....
Sioux City	200	2,000	.....
Fort Worth	600	100	.....
Cincinnati	66	1,006	286
E. Buffalo	200	2,900	7,200
Pittsburg	200	4,000	600
Indianapolis	.....	4,000	.....
Peoria	.....	700	.....
Milwaukee	.....	2,779	.....
New York	1,028	2,556	1,737

MONDAY, MAY 10, 1909.

Chicago	25,000	41,387	13,000
Kansas City	9,500	10,251	11,000
Omaha	4,300	5,300	3,800
St. Louis	3,900	7,100	3,000
St. Joseph	1,500	5,000	1,800
Sioux City	2,000	3,200	.....
Fort Worth	4,000	3,000	1,100
Cincinnati	1,802	4,552	294
E. Buffalo	3,750	11,200	15,400
Pittsburg	1,700	5,000	6,700
Indianapolis	.....	1,500	.....
Peoria	.....	800	.....
Milwaukee	.....	957	.....
New York	4,750	10,114	15,391

TUESDAY, MAY 11, 1909.

Chicago	2,800	10,456	11,000
Kansas City	11,000	18,742	19,000
Omaha	5,500	7,500	3,500
St. Louis	3,200	12,800	2,400
St. Joseph	1,800	5,000	3,000
Sioux City	1,500	4,500	.....
Fort Worth	3,000	600	400
Cincinnati	101	2,312	14
E. Buffalo	1,600	1,600	1,400
Pittsburg	100	1,000	600
Indianapolis	.....	7,000	.....
Peoria	.....	1,300	.....
Milwaukee	.....	2,480	.....
New York	211	1,502	1,751

WEDNESDAY, MAY 12, 1909.

Chicago	14,000	23,626	12,000
Kansas City	10,000	17,300	10,000
Omaha	3,500	7,000	1,000
St. Louis	2,800	15,685	2,400
St. Joseph	1,700	5,000	1,200
Sioux City	1,100	4,500	.....
Fort Worth	4,000	4,000	.....
Cincinnati	1,157	4,845	453
E. Buffalo	100	1,600	3,000
Pittsburg	.....	5,500	1,500
Indianapolis	.....	7,000	.....
Peoria	.....	2,300	.....
Milwaukee	.....	3,317	.....
New York	2,640	5,542	9,739

THURSDAY, MAY 13, 1909.

Chicago	5,000	16,000	8,000
Kansas City	4,000	11,000	3,000
Omaha	4,100	6,000	2,800
St. Louis	1,500	13,548	7,500
St. Joseph	1,500	5,000	1,500
Sioux City	900	2,500	.....
Fort Worth	2,000	3,500	.....
Cincinnati	617	3,447	376
E. Buffalo	.....	1,000	4,400
Pittsburg	100	4,000	200
Indianapolis	.....	6,000	.....
Peoria	.....	800	.....
Milwaukee	.....	4,050	.....
New York	1,528	1,114	1,216

FRIDAY, MAY 14, 1909.

Chicago	700	10,000	6,000
Kansas City	600	7,000	2,000
Omaha	2,300	5,000	1,500
St. Louis	2,800	10,000	1,500
St. Joseph	400	3,200	2,500
Sioux City	900	3,200	400
Fort Worth	1,000	1,500	.....
Indianapolis	.....	6,000	.....
St. Paul	400	2,200	100

# Retail Section

## THE RETAIL BUTCHER AND ADVERTISING

### How and Why the Dealer Can Make Money Through Publicity

(Copyright, 1909, by Frank Farrington.)

#### I.—HOW IT PAYS (Continued).

[EDITOR'S NOTE.—This is the second of a series of articles on Retail Advertising, which should be of interest to every wide-awake butcher. Though it deals with the retail trade, its points are as well worth the attention of wholesalers and others, to whom advertising can be made as much of a profit-earner as it can to the retailer.]

Good, careful advertising of the steady, never-let-up sort will positively win. It isn't the fisherman who goes thrashing along and fishes the whole length of the stream in a day that gets the fish. It's the quiet chap who finds a likely-looking hole and camps right out by it until he gets his fish and then tries another in the same careful way.

More than that, this careful fisherman does not get discouraged because Mr. Fish fails to snap up the hook at the first cast. He tries the bait, and he tries his flies, and he changes his lure and his point of view until he hits it right. If the business doesn't respond to the advertising, change the advertising. Don't lay it to the public that your bait doesn't tempt them.

The more you need advertising and the sicker your business is, the more reason for prompt work. Get at it at once and don't stop short of the best methods. When your wife gets sick, you send for the best doctor and you tell him: "Go ahead, Doc. Never mind what it costs, get her out of this, and do it quick!" No haggling about the price then.

It's the same with your business when it's sick. Dicker all you want to after you get it on its feet, if that's your way, but for heaven's sake give it the best medicine you can find and the best doctor until then.

#### The Way to Learn Advertising.

The way to learn to advertise is to study advertising. Simple, of course. That's the way to learn anything. Yet to look over much of the advertising that we see, it would almost appear that many advertisers think that the way to learn to advertise is to jump right up and pour into a certain amount of space as much type as possible in as queer shapes as possible.

There's nothing that can be learned well by jumping right into the middle of it and thrashing around until the knack comes to one, unless it may be swimming, and I have always doubted the success of that method—especially since sometimes the learners get drowned in the experiment.

To learn advertising or arithmetic, begin at the beginning, and start with the rudiments. It's not so long ago that there were no rudiments in advertising, or rather nothing but rudiments. A man had to work it out for himself, because there was no one to tell him. Now there is enough literature upon the subject so that a man can study the profession before attempting to practice it.

In running a shop, as in everything else, there are men who stand head and shoulders above the rest. They secure a prominence

and then they keep it by activity and first-class methods. The average in merchandising is not so high that one needs to be as tall as a church steeple to show above the heads of the rest. You may be tall enough now to be conspicuous, if you would stand up and get the kinks out. Your business may be a little bigger than those around you, and yet no one knows it because you don't let them know it.

If there is anywhere that individuality counts it is in publicity methods. There are a few men in this country who have individualities so pronounced that they are known and recognized from Maine to Mexico. Perhaps you might study the methods of such well-known advertisers to advantage.

You need an individuality. If you are to appear in person in your advertising, it must be a personal individuality. If your store is too big and too general for that, it must be a store individuality.

It is not necessary or wise to try too hard to acquire this individuality. It is like the style of a writer, it will come of itself and as a result of following certain policies and rules of action.

You adopt certain policy rules for your store—or you should—then your advertising is all made to conform to this. You sell certain goods with a mention of your customary rules regarding their sale. You treat your customers in a certain department according to a certain policy made public in the advertising of that department.

#### Don't Advertise Your Competitor.

There are certain policies so desirable that I cannot refrain from mentioning them here. One is that of ignoring competition in advertising. To mention the other fellow in any way, directly or by insinuation, is to help advertise him. This is one of the first rules in the book on advertising, but it is violated so freely and so often in all kinds of advertising, from that of the small shop to that of the biggest concern, that it will bear repetition.

The only attention your competitor should receive is that needed to enable you to carry a better stock, run a better store and write better advertising.

Another policy is that of selling nationally advertised goods. The magazines are filled with advertising of many lines that you sell—whatever you are, even in the meat trade. You will have calls for them as long as they are advertised. It may be wise to carry your own special competing lines, but it is wiser to have the advertised lines, too, and to sell them when they are asked for. In no other way can you turn to your own advantage the millions of dollars spent for publicity by the manufacturers of the nationally known goods.

There is a negative sort of advertising that is right in line with knocking your competitor. It is the kind that tells what we do NOT do or sell. "We do not carry meats." "We do not ask you to pay a fancy price for a ham just because it has a national reputation." "We do not spend so much money for advertising that we have to charge you an extra profit to pay the bills."

These all call attention directly to the fact that someone else must be doing these things you do not do, and there will be a looking around to discover who is doing it, and why you are so sore about it. That advertises your competitor and don't help you. Cut it out!

You can gain or lose the confidence of the public by your advertising. There is shoddy and trashy advertising just as there are goods of that kind. You can advertise bargains that you do not give and lose people's confidence. You can advertise policies that you do not live up to and accomplish the same result.

Some advertising bears hard on quality. Then if the price is omitted customers reasonably believe it to be high, perhaps exorbitant. Some advertising bears hard on price. Then if little is said of quality, your customers suspect that. Try, in adopting a policy, to avoid both of these criticisms. State the facts as they are, but do not arouse suspicion by what you omit.

Exaggeration is the thief of confidence. Exaggerated advertising ruins the faith the public has gained in your store. Big talk may make one sale, but it will never repeat.

Big talk and good strong talk are two different things. Simple language in advertising, like simple language anywhere, is what tells. The most effective and the most widely known of all American orations is the famous Lincoln Gettysburg speech, which has been widely quoted all over the English-speaking world and is famous for the preponderance of simple, Anglo-Saxon words.

If simple language was good enough for the things that Abraham Lincoln had to say, it ought to serve you for advertising your store. It ought to serve you, and it will serve you better than any flowery talk.

If the building gets on fire, it's "Fire! Fire!!" There is no sticking the head out of the window and crying "Destructive conflagration!"

[The discussion of this subject will be continued in a later issue.]

#### TO RUN THEIR OWN ICE PLANT.

Grocers and retailers of Frankford, a suburb of Philadelphia, are planning an ice plant for mutual use to relieve them of the losses impending through high ice prices. The retailers' association proposes to build its own plant. A committee with James Curran as chairman was appointed to arrange for the plant.

Best shop help obtained through our "Wanted" department, page 52.



## THE SKEPTICAL BUTCHER

thought he could get along without a Refrigerating Machine. Natural ice was so much cheaper and easier to handle. What was the need to spend money for a machine. But he soon

## FOUND OUT HIS MISTAKE

when ice went up and he was caught between the Devil and the Deep Sea! If he bought ice his profits went that way; if he did without, or with less, they disappeared in spoiled meats or trimmings. Now he knows better and is putting in a

# Brunswick Refrigerating Machine

which will keep his box cool all the year round at a reasonable cost and do away with spoiled meats and dirty, unsanitary ice bunkers.

*We can install machines in the summer just as well as in the winter. If you have one refrigerator you won't be out the use of it more than 24 hours, and if you have two we can operate on one while connecting up the other.*

**THE BRUNSWICK REFRIGERATING COMPANY**  
NEW BRUNSWICK, N. J.

### LOCAL AND PERSONAL.

Tom Boyd has opened a new meat market at Miller, Neb.

Joe Ferguson will open a new meat market at Perry, Iowa.

Henry Gottfriedson is opening a new meat market at Troy, Ore.

G. F. Flannigan has opened a new meat market at Seattle, Wash.

F. Lohman's meat market at Carlisle, Iowa, has been damaged by fire.

N. W. Robinson has retired from the meat business at Milford, N. H.

L. P. Alexander has engaged in the meat business at Miltonvale, Kas.

Messler & Summerlin have opened a new fish market at Medford, Ore.

The meat market of H. Mescher at Quincy, Ill., has been damaged by fire.

Smith Bros. have sold their meat business at Bandon, Ore., to Geo. Urdman.

Frank Morginson has decided to open a new meat market at Clifton, Kas.

E. Willan has purchased the meat market of French & Bolter at Brazil, Ind.

A. P. Scheid has sold his meat business at Kalamazoo, Mich., to Bell & Allen.

Halte & Rohde has purchased the meat market of J. Boyer at Lincoln, Neb.

George Powers has engaged in the meat and grocery business at Vesta, Neb.

In a recent fire at Summerville, Ore., the Chapin Meat Market was destroyed.

Herbert Stevens has purchased the Anaconda Meat Market at Seattle, Wash.

T. J. McKee has sold his meat business at Mission City, B. C., to H. Windebanks.

Ellsworth & Crandall have sold their meat market at Norwich, N. Y., to E. Collins.

A. Graupner has opened a meat, provision and vegetable market at Lawrence, Mass.

Price & Homan have sold their meat business at Enterprise, Ore., to S. E. Holmes.

Dawson & Hosley have purchased the meat market of Frank Braybill at Merrill, Ore.

C. G. Cooper has succeeded to the butcher shop of Cooper & Strange at Perry, Kas.

John McGowan has purchased the meat

market of Morrow & Bowins at Garfield, Kas.

Frank Sharon has purchased the meat business of Pete Helgore at Springfield, Neb.

A. N. Moore has succeeded to the meat business of Bogard & Moore at Manton, Mich.

C. E. Crane has purchased the business of the B. & K. Meat Company at Olympia, Wash.

Clarence Watkins is erecting a new building at Venango, Neb., and will open a meat market.

Neal Elliott has purchased the South Side Meat Market at Bellville, Kas., from F. J. Struck.

Herman P. Steinback has purchased the meat business of C. P. Blankenhorn at L'Anse, Mich.

E. A. Palmer & Company have purchased the meat market of Evans & Miller at Salmon Arm, B. C.

The meat firm of Armstrong & Alge, Woodland, Cal., has been dissolved. Mr. Alge will continue the business.

## Butchers, Make A Break!

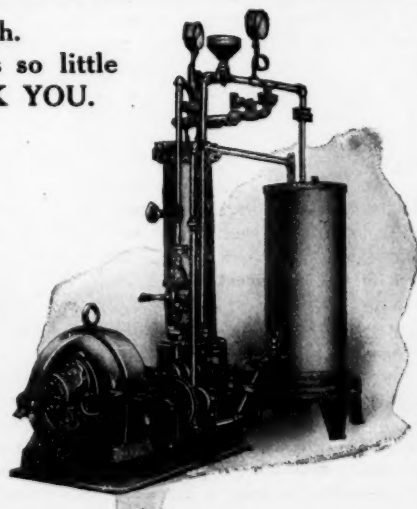
Give the ice man the laugh.  
He thinks because there is so little ice this year he can SOAK YOU.  
WHAT CAN YOU DO?  
WHY,

Small "CLOTHEL" Refrigerating Machines, capacity  $\frac{1}{8}$  ton to 2 tons refrigeration, are being built by

**THE RAILWAY & STATIONARY REFRIGERATING COMPANY**

11 Pine Street New York City

Ask them to help you out.



# New York Section

M. G. Middaugh, of the Swift branch house department at Chicago, was in New York this week.

Swift & Company's sales of fresh beef in New York City for the week ending May 8 averaged 9.44 cents per pound.

General Superintendent L. Kirscheimer of the S. & S. Company returned this week from a brief business trip to Chicago.

Manager C. J. Higgins of Morris & Company's New York district has been in New England this week on a business trip.

N. Grabenheimer, assistant secretary of the S. & S. Company, has gone abroad for a vacation trip of several months. He will visit Great Britain and the Continent while away.

Charles E. Kuh, of the Produce Exchange firm of Edward Valk & Company, was in Chicago this week looking after that company's interests. While there he was elected a member of the Chicago Board of Trade.

The East Side Meat Company, New York, has been incorporated to deal in meat, with a capital of \$5,000. Incorporators: Jacob Sachs, 51 East 98th street; Joseph E. Silver, 33 Market street; Rosie Sachs, 51 East 98th street, all of New York.

Dr. U. G. Houck, inspector-in-charge of the Federal meat inspection service in New York City, was in Chicago early in the week attending the annual conference of government inspectors, presided over by Secretary Wilson and Chief Melvin.

The friends of Morris Schlichter in the meat trade are still hustling for coupons in the around-the-world contest in which his son is a leading candidate. The contest closes in June, and the trade is determined to have a representative on the tour.

The Kingsboro Hygeia Ice Company, Brooklyn, N. Y., has been formed to manufacture ice, distilled water, cold storage, etc., with a capital of \$5,000. Incorporators: Walter H. De Nike, 500 West 112th street; Edgar H. Sharrott, 430 East 141st street; Jesse Sharp, Yonkers, N. Y.; Edith L. Sayward, 151 West 129th street, all of New York.

## NEW YORK MEAT SEIZURES.

The Department of Health of the City of New York reports the number of pounds of meat, poultry, game and fish seized and destroyed in the City of New York during the week ending May 8, 1909, as follows: Meat—Manhattan, 29,223 lbs.; Brooklyn, 8,020 lbs.; total, 37,243 lbs. Fish—Manhattan, 19,375 lbs.; Bronx, 50 lbs.; total, 19,425 lbs. Poultry and game—Manhattan, 2,220 lbs.; Brooklyn, 1,065 lbs.; Bronx, 135 lbs.; Queens, 50 lbs.; total, 3,470 lbs.

## BUTCHERS FORM RENDERING CONCERN.

A new fat rendering company has been organized by certain retail butchers in New York City and arrangements are being made for conducting business on a big scale. It will be remembered that the predecessor of this organization sold its interests to the New York Butchers Dressed Meat Company when the butchers established the latter enterprise.

The new enterprise is under the guidance of Jacob Bloch, C. Schuck, G. H. Shaffer, Charles Young and other well-known retailers, and it is planned to use the plant of John V. Donahue in West Thirty-ninth street. The following extracts are from a circular sent out by the projectors:

To the Retail Butchers of Greater New York: Gentlemen: The Retail Butchers' Fat Rendering Company has just been incorporated with a capital stock of \$50,000. It is the desire of those active in starting this corporation to interest all the retail butchers in Greater New York in the enterprise. To this end the undersigned committee solicits subscriptions to the capital stock of the company by the retail butchers of New York. In order to place the shares within reach of all the retail butchers the par value of the shares has been placed at \$25. In this way it will be possible for even the smallest dealers to become stockholders in the corporation, and to have an interest in its affairs, and to share in the advantages it offers.

The plan on which the corporation is to be run is substantially the following: Fat, suet, and bones will be collected daily from shop butchers in regularly inspected sanitary wagons and the goods handled by careful men, experienced in the line, and who will be under bond to insure the trade honest and upright dealing. The goods so purchased will be turned into various by-products by labor-saving machinery. It is contemplated that among such by-products will be oil, tallow, stearine, oleo oil, fertilizer, compound, soap, and food by-products generally.

The committee has already secured the option for a long-term lease of the Donahue property at 652 to 658 West 39th street. It calls the attention of the retail butchers to the particularly appropriate location of this plant. It is located in the very heart of the slaughtering district in the Borough of Manhattan, is on the tracks of the Pennsylvania Railroad, and is within easy access of the Hudson River. The offices, factory and stables are all under one roof, and the plant is at present in every way equipped for carrying on the business of rendering fat and the other products enumerated.

The committee respectfully solicits the subscriptions of the retail butchers of Greater New York. The committee will cheerfully answer any inquiries relating to the affairs of the company. All communications should be addressed to "Retail Butchers' Fat Rendering Company," at 652 to 658 West Thirty-ninth street, New York City. The stock books of the company are now open for subscriptions. Kindly forward your subscription with check to cover the amount thereof to the committee at the above address. Checks should be made payable to "Retail Butchers' Fat Rendering Company."

JACOB BLOCH,  
LOUIS GOLDSCHMIDT,  
HERMAN KIRSCHBAUM,  
EDWARD F. O'NEILL,  
CHRISTIAN SCHUCK,  
GEORGE H. SHAFFER,  
FREDERICK J. STAEBLE,  
FREDERICK WEHNES,  
CHARLES YOUNG,  
JOHN VINCENT DONAHUE.

## FETTERLY GOES WITH LANG.

The Lang Packing Company opened its new branch house in West Harlem Market on Monday of this week. There was no general announcement of the opening, but there was a big attendance of the trade nevertheless, and the opening day's business was a big one. As announced in the columns of The National Provisioner some weeks ago, this house will handle Western beef and small stock, provisions, etc., and with its admirable location and the extensive improvements made is one of the best-located houses in Manhattan.

This house is in charge of John P. Fetterly, for seventeen years with Swift & Company, and one of the best-known men in the local trade. Mr. Fetterly resigned his position with the Swift concern last week, and on the occasion of his departure was presented with a gold watch and chain by the staff and employees of the New York headquarters. F. B. Cooper, manager of the Swift provision department in this district, made the presentation speech.

Mr. Lang, who was also a Swift manager for many years, and is the founder of the Lang Packing Company, will devote his personal attention to the provision and sausage plant at Tenth avenue and Fifty-second street, which is doing a big business, while Mr. Fetterly handles the beef and small stock business in West Harlem.

## NO KOSHER MEAT ON SUNDAY.

The Massachusetts State Senate has killed a bill which proposed to permit the sale of kosher meat on Sunday. Massachusetts Sunday laws are very strict and butcher shops are kept tightly closed. It was proposed to permit the Jewish trade to open on that day, on the ground that it was not a religious day to them. The trade generally opposed such a move, on the ground that it would break down the Sunday observance habit and cheat the butchers out of their day of rest. Once permitted, the sale of meat would soon extend beyond the kosher shops through stress of competition.

## NEW YORK TRADE RECORD BUTCHER, FISH AND OYSTER FIXTURES.

### MANHATTAN MORTGAGES.

Bindler, A., 697 3d ave.; Schwarzschild & S. Chyba, V., 1374 Ave. A; K. Cerna.  
Cohn, A., 286 E. 3d; H. Brand.  
Drapp, G., 453 W. 53d; E. Diamond.  
Diego, V., 177 Hester; H. Brand.  
Rosenthal, O., 175 Stanton; H. Brand.  
Sperausa, L., 65 Macdougall; H. Brand.  
Seller, D., & L. Joselowitch, 234 E. 104th; H. Brand.  
Scott, J. S., 519 W. 181st; G. G. Scott.  
Schwarz, S., 192 Ave. B; H. Brand.  
Schwendald, L., 516 E. 6th; H. Brand.  
Vitolo, M., 102 Lenox ave.; H. Brand.  
Zelenke, A., 61 E. 106th; H. Brand.

### MANHATTAN BILLS OF SALE.

Bindler, A., 379 3d ave.; J. Bindler.  
Orgeme, V., 58 Mulberry; J. Rocco.  
Rozoll, W. P., 161 E. 42d; S. Rozoll.

### BROOKLYN MORTGAGES.

Burg, Sam, 471 7th ave.; Gustave Selvier.  
Barcia, Gaspari, 25 York; Jacob Peyser.  
Barshofsky, Daine, 128 Boerum; Darling & Co.  
Botti, J., 958 4th ave.; C. Pfleging.  
Berz, Isaac, 159 Harrison ave.; Joseph Rosenberg.  
Cohen, Samuel, 226 Ellery; Julius Levy.



